Board of Trade Journal

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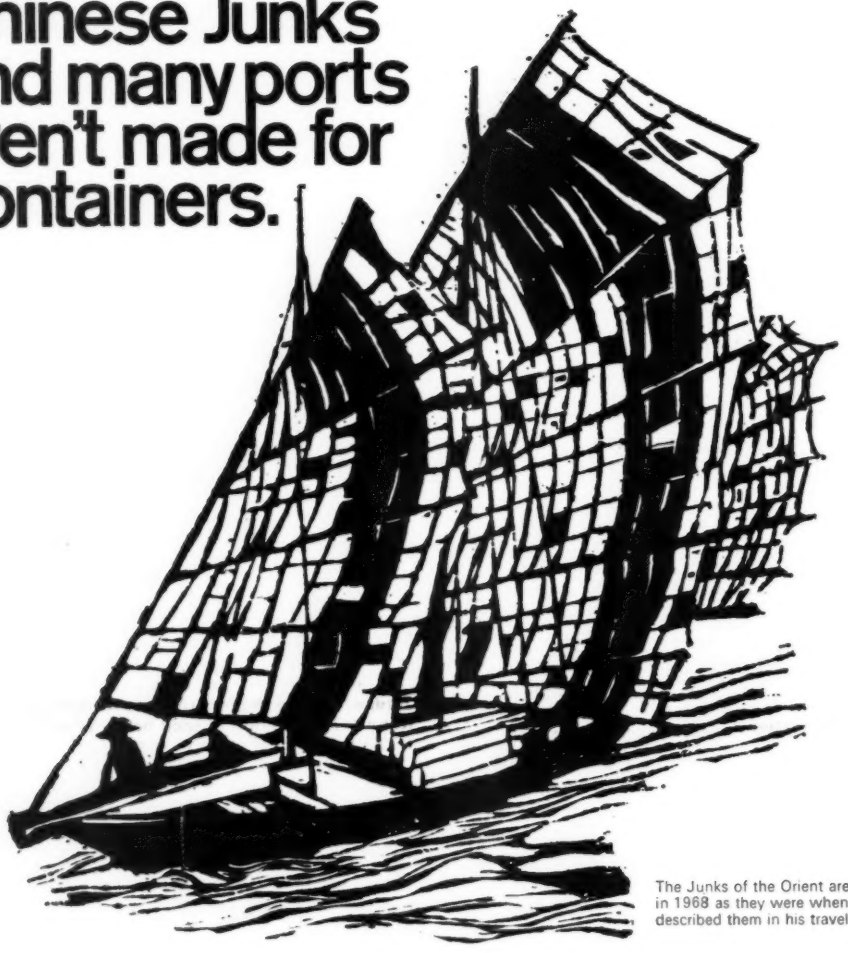

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PORT OF BALTIMORE

Board of Trade Journal

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Japan today 659
President gives an interim report on UNCTAD II . . . 665
'Transitional economic situation' – President . . . 666
Sir Richard Powell speaks to BIM 667
Consideration of mergers by the Board of Trade . . . 668
Application for an anti-dumping duty on cellulosic (rayon) yarn 668
Applications for temporary exemption from import duty . . 668
CBI reports high optimism about exports since devaluation . 668
First British export centre in Switzerland 669
BMH Export campaign 669
Pirelli launch recruitment drive 669
Trade mission to Mexico 669
Trade mission to the Canaries and West Africa . . . 669
'New Technology' for February 670
The Weights and Measures (Additional Metric Weights) Order 1968 670
New industry for Pontypool 671
Patents endorsed 'Licences of Right' 671
Regional help for exporters 672

Aviation and Shipping
Roles of Prestwick and Glasgow airports. Third London airport. Training levy for civil air transport industry. First of Liberty ship replacements 674
Awards for saving life at sea 675
Parliamentary Answers on aviation and shipping . . . 675
Parliamentary Answers 676
New Books 678
Government surplus sales by auction 679

STATISTICS
The economy: selected indicators 680
Index of Industrial Production for December . . . 681
Industrial countries' trade and production in the third quarter of 1967 682
Industry's capital expenditure in the fourth quarter of 1967 . 686
Industry's stocks in the fourth quarter of 1967 . . . 688

Programme of Trade Promotions, 1968-69 . . . . i-xxxvi

DEA progress report 1968 691
Orders, deliveries, production and exports in the engineering industries in December 692
Business Monitor 694
Car and commercial vehicle production in January 1968 . . 695
Sales of department stores in week ended February 10, 1968 . 696
Registration of British and foreign films 696
1967 was record tourist year 696
British film fund agency 696
Northern Ireland index of production 697
Census of production for 1963 697

EXHIBITIONS AND FAIRS
The Duke of Edinburgh to present design awards in Birmingham in May 698
Large numbers of British toys on show at Nuremberg . . 698
Big drive for exports at Carpex 68 698
Hardware exhibitors at Cologne report 'Good business' . . 698
Commercial Vehicle Exhibition Amsterdam 699
British ceramic plant exhibition 699
Labex Northern 1968 700
Boom sales of British fashions to Hong Kong . . . 700
Imbex '68 700
New York showroom for Lulu collection 700
British 'Airport' for Australian Store Promotion . . . 700
Showing the flag in the United States 700
Britain at Brussels building exhibition 701
'Design for Export' 701

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
France and the Irish Republic. France and Rumania. Switzerland and Chad. Rumania and Spain. Czechoslovakia and Yugoslavia. Czechoslovakia and Afghanistan. Hints to businessmen booklets 702
Pakistan and Bulgaria. Pakistan and Poland. Ceylon and Rumania. The Republic of Dahomey and Ghana . . 703
Information for exporters 704
Export Orders 709

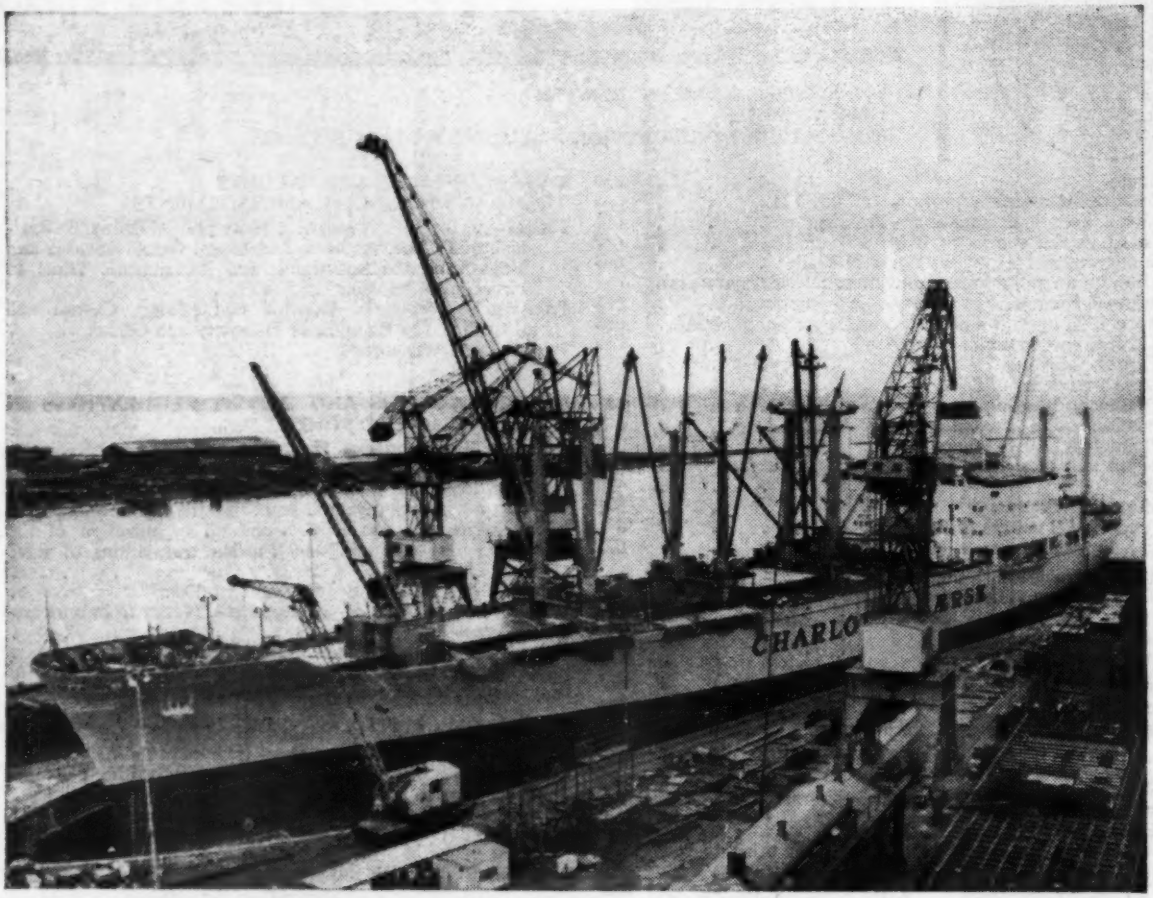
TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Tariff changes. Tariff Board inquiry . . . 718
Denmark: Import licensing – Corrigendum 713
European Economic Community: Trade in processed products with a fruit and vegetable base. Imports from non-member countries into the EEC. Common organization of the market for oils and fats. Further translations of EEC regulations 710
France: Global quotas for petroleum products . . . 713
Ghana: Exchange transfer arrangements. Notice to importers – corrigendum 715
Iceland: Reduction in vehicle import fee 713
Irish Republic: Import duty on wheat 710
Italy: Import from Great Britain of ruminants and pigs (correction) 713
Jordan: Ban on imports of plain worsted fabric . . . 714
Kuwait: Importation of used heavy vehicles prohibited . . 714
Lebanon: Rates of import tax on sugar manufactures. Customs tariff 714
Malta: Import duties 714
Mozambique (Portuguese East Africa): Amendment to customs tariff 715
Philippines: Processing and certification of consular invoices . 716
Portugal: Import tariff amendment – Corrigendum. . . 713
Rhodesia: Suspension of duty 715
Singapore: Customs duty amendments. Import restrictions . 716
Sweden: Temporary exemption of some products from import duty 711
United States: Fair Packaging and Labelling Act – flour products. Federal motor vehicle safety standards I. Federal motor vehicle safety standards II. Hazardous substances . 723
Venezuela: Customs tariff changes on ball pens etc. . . 722
Zambia: Visa requirements 715

Subscriptions, Advertisements, Reprints 724

INDEX TO STATISTICS 724

Front cover photograph

This picture, which was produced by Dex Mechine Tools, a member of the Dowty Group, features a multi-drill head set-up specially produced for exhibition purposes. All the twist drills used were Dormer. The Sheffield Twist Drill and Steel Company Limited have used this picture extensively in their advertising programme and exhibition displays, particularly overseas, where it has created a great deal of interest both for the Dex multi-drill heads and for Dormer drills. Dex Machine Tools and The Sheffield Twist Drill and Steel Company Limited have collaborated in overseas exhibitions, where Dex have recommended the use of Dormer drills in connection with their equipment, and The Sheffield Twist Drill and Steel Company Limited have reciprocated by recommending Dex Machine Tools.



The photograph shows
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Japan today

It was announced in Tokyo during January that a British Week – the most ambitious ever – was to be held in October 1969. This article, contributed by the Commercial Department of the British Embassy in Tokyo, is the first of a short series aimed at introducing Japan, her people and her expanding market to the British exporter.

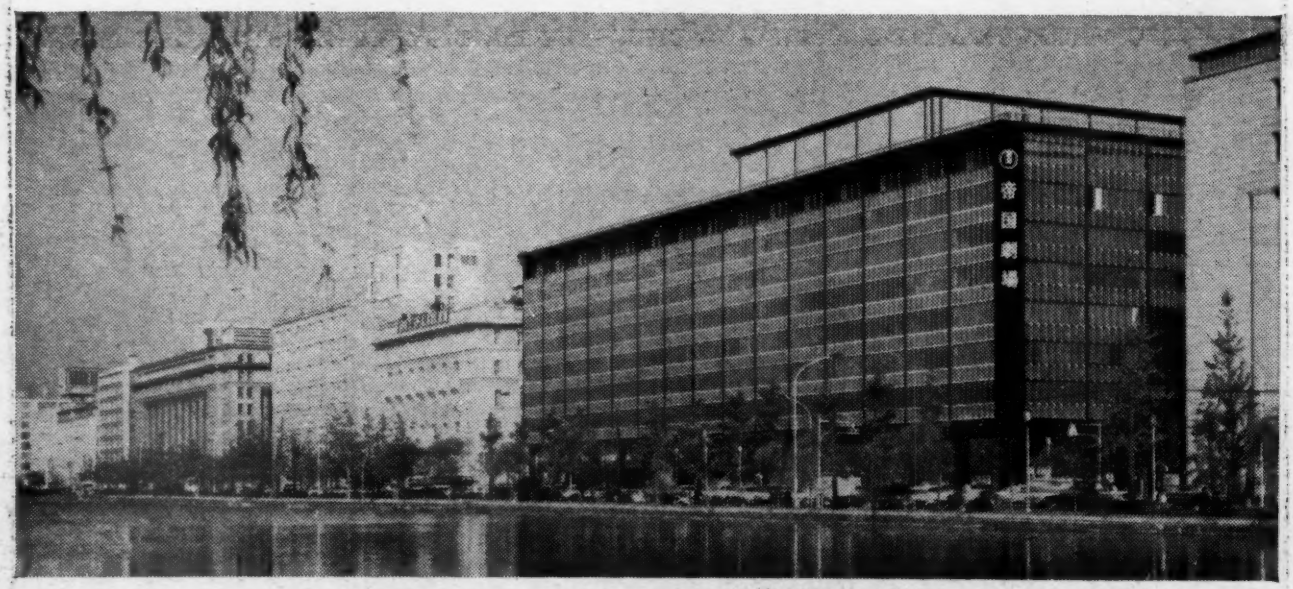
"'Tis not in mortals to command success,
But we'll do more . . . we'll deserve it.'
Addison.

JAPAN IS on the point of achieving the third largest Gross National Product in the world. She has already overtaken Britain and France and is in the process of overtaking West Germany. She builds half the world's ships and is the largest manufacturer of motor vehicles outside the United States. Her rate of economic growth, in real terms, has averaged about 10 per cent per year for more than a decade; there is no sign of a halt in sight. Japan's success has been achieved, despite formidable natural difficulties. The country is small and mountainous; its arable land amounts to a mere 16 per cent of the total area. Like Britain, Japan has to import a considerable proportion of her food, in order to feed her 100 million population. Mineral resources are scant. Added to all this, 22 years ago Japan lay in ruins; she had to rebuild herself physically and mentally.

Japanese character

There have been many attempts to account for the reasons for the astonishing Japanese success, but in the end most of them come back to one central feature: the character of the Japanese people themselves. Japan emerged from isolation only a century ago; the roots of present-day Japanese society go straight back into those centuries of self-containment, when a rigidly controlled social system was developed in which the Confucian virtues of loyalty to authority, respect for learning and skill, devotion to duty and the importance of social harmony were fostered. Virtues such as these can be seen today everywhere in Japan. The Japanese are a very hard-working people: this is apparent, for example, from the fact that shops, except for some of the large stores in the big cities, stay open until 9 o'clock in the evening or even later; or that the five-day week is only just beginning to come in in Japan; or that senior business executives or officials will readily stay on working in their offices until late at night day after day. The Japanese company expects a great deal from its employees for a wage or salary, which is still generally somewhat lower than the comparable levels in Britain; above all it expects continuing loyalty and devotion to duty. In return the employee is given almost absolute security in his job, from which he will not be laid off in any

(*Continued on page* 661)



The Marunochi business district of Tokyo seen from across the moat of the Imperial Palace, which is in the centre of the city.

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circumstances short of a major disaster. His salary will go on rising steadily year by year; in most cases, he will be provided with fringe benefits such as subsidised housing, medical attention or holidays in the company's hostels in the mountains or by the sea. His departmental manager will gladly even find a wife for him, when he decides he wants one!

The corollary of this paternal relationship between employer and employee – which is typified by the fact that many factories start the day with everyone singing the company hymn, and interrupt it halfway through with all employees happily joining together in company physical training – is that there are very few strikes in Japan, and very few days are lost through industrial disputes. Trade unions are mostly organized on a company basis, there do also exist national Federations of Unions. There is an annual 'spring struggle' in which the workers try to get as large an increase in salary as they can, but although processions and demonstrations do take place, they are generally peaceful and result in a compromise being accepted by both sides.

Compromise, in fact, is a vital part of Japanese life, as indeed it has to be in a country where a very large number of people are crowded into a relatively small space, so that intolerable situations would arise if everyone tried too forcibly to assert his individual rights. Decision in Japan is generally decision by concensus; Aristotle's 'Government by friction' is well understood; it is usually not a decision imposed from the top. Partly as a result of their relatively recent feudal tradition, the Japanese have a great respect for authority and officials are allowed to possess considerable powers and wide areas of discretion. Nevertheless, these powers are not to be used arbitrarily, but after consultation with all concerned. Once a decision has been reached, it is implemented by all those affected. Legal powers may not necessarily be invoked: 'administrative guidance' can be just as effective.

In addition to their hard work and their tendency to stand together, the Japanese have another reason, whereby they have deserved their spectacular success: education. It is not always realized that educational levels in Japan are extremely high. Despite the difficulties and complexities of the Japanese language, there is hardly any illiteracy in Japan. Higher education is rather more widespread than in most advanced countries; indeed the level of technical education in Japan may actually be higher than that in Britain. Moreover, Japan is continuing to develop her facilities for higher education and for research of all kinds.

The Japanese boom

What I have just said goes some way towards answering the question whether the Japanese boom will continue. Most of the factors which have contributed towards the boom in recent years continue to exist, while the Japanese, for their part, are determined that the pace of development shall not significantly slacken. It has been argued that the Japanese will increasingly find themselves running into the sort of problems which Britain and other western countries face, as the workers come to demand a larger and larger slice of the cake. It has also been pointed out that prices are rising rapidly in Japan, while developing countries with lower wage rates and other costs are already beginning to make inroads into Japan's markets for less sophisticated industrial products, such as lower quality textiles. In addition, Japan's shortage of capital has been cited as a possible brake on industrial expansion. On the other hand most of these deterrents have existed in one form or another throughout the period of the Japanese boom. The Japanese labour pattern, which I have already described, will almost certainly go a long way towards mitigating the likelihood of industrial unrest, although, of course, the employees of Japanese factories will rightly expect their living standards to rise steadily. The very fact that Japanese companies are short of capital (equity capital generally forms only about 20 per cent of the capital liabilities of most Japanese companies) acts as a strong incentive towards making

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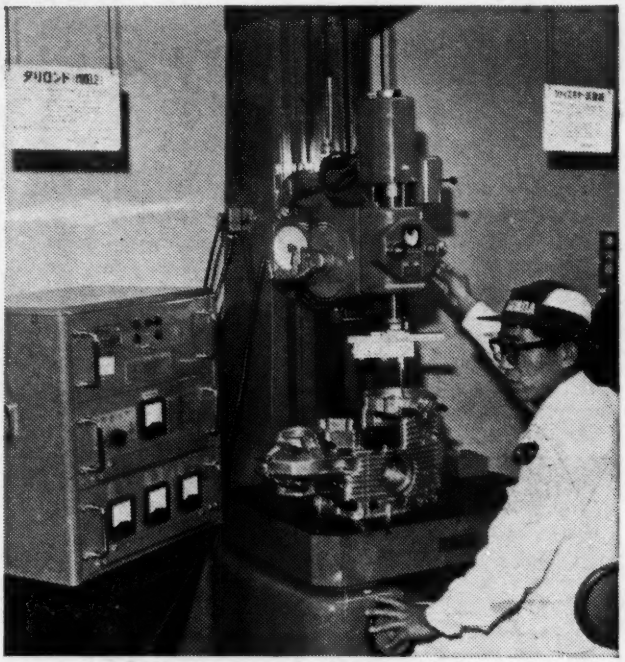

The Rank Organisation's Taylor Hobson Division have received orders for their precision measuring instruments worth £80,000 from Japan during the past six months. All Japan's major motor cycle and motor car manufacturers use these instruments – many of them accurate to a millionth of an inch – for vital quality control checks. In this picture Rank Taylor Hobson's Talyrond roundness measuring instrument is being used to measure parts of a Honda 360 cc 'mini' car engine.

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sales both at home and overseas, in order to be able to keep up interest payments to the financing banks. Moreover, the fact that share capital is relatively small, often means that Japanese companies can be content with comparatively low profit margins.

Although Japan is now moving into third place for GNP among the countries of the world, *per capita* GNP is still fairly low – under this head Japan ranks approximately with Hungary and Venezuela. Social services have tended to be somewhat neglected in recent years; the greatest effort has been put into productive capacity. Many of the roads, especially in country areas, are still relatively rudimentary and housing is often crowded by western standards. Great efforts, however, are being made to remedy these matters, and it is reasonably certain that the standard of living of the average Japanese will continue to make rapid progress.

All this means that Japan must be taken very seriously indeed, both as a competitor in third markets and in Britain itself, and also as a market for British goods. Total purchasing power in Japan now is greater than in most other countries. The outline of the present state of affairs in Japan, which I have attempted to give, leads to some reflections on the areas on which it might be profitable for British exporters to concentrate.

Export opportuities in Japan

Below is a list of current export opportunities in Japan reprinted from the Export Service Bulletin.

Reference No.	Commodity		Bulletin No.
ESB. 6298/68	Stencil correction fluid	Agency	33/68
ESB. 4168/68	Biscuits; confectionery	Agency	22/68
ESB.21868/67	Machine tools	Agency	10/68
ESB.46639/67	Confectionery; foodstuffs	Agency	3/68
ESB.44834/67	Automatic assembly machines; cold forming machines; machine tools; testing equipment; welding machines	Agency	255/67
ESB.44252/67	Piece-goods	Agency	244/67

Market for capital goods

Japan's determination to continue to grow as an industrial power means that she will provide a good market for certain kinds of capital goods. She will continue to cater for most of her own requirements as far as run-of-the-mill machinery and machine tools are concerned; but she clearly cannot produce everything for herself. Moreover Japanese industrialists are aware of the benefits of international division of labour. It is accordingly in the fields of sophisticated new machinery that some of the best prospects for British manufacturers lie. Such machinery must be technologically advanced; the Japanese will never be content with second best. Price can be important, but delivery dates are usually even more important. Delivery dates quoted by Japanese manufacturers themselves have recently in certain cases begun to lengthen. It is, therefore sometimes possible now for a keen British exporter to

(*Continued on page* 664)

BRITISH TRADE MAGAZINE IN JAPAN

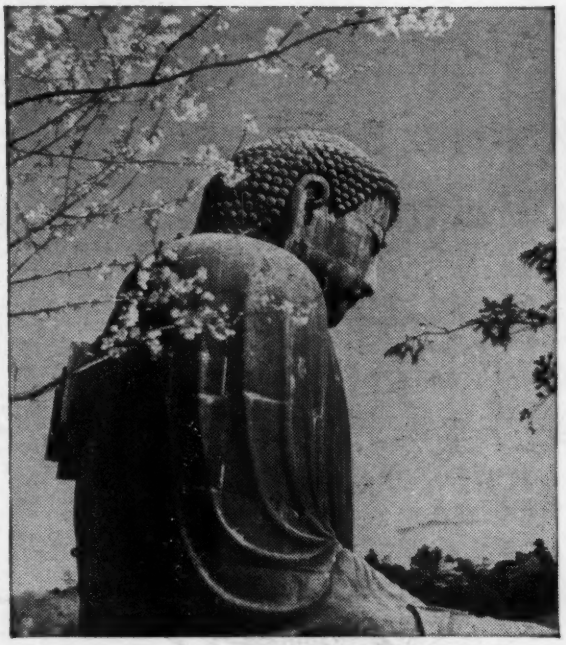
HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to almost* 3,000 *leading Japanese industrialists and importers.*

British Trade and Industry is *financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Further details can be obtained by writing to: The Information Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo, Japan.*

Representatives of the Japanese pottery industry who were in Stoke-on-Trent for trade discussions with the British Pottery Manufacturers' Federation, concluded their visit with a tour of the Wedgwood factory at Barlaston. They are seen here watching Jasper ornamenting and pictured from left to right are: Dr. C. E. L. Franklin, Wedgwood's research manager, Mr. T. Yamaji, managing director of the Japan Pottery Exporters' Association, Mrs. Sassa, Mr. K. Mitsui, managing director of the Japanese Pottery Manufacturers' Federation, and Mr. Sam Sassa, of Sassa Brothers Exporting Company.

MAT Transport Limited, London, has opened a new overland service between London and Yokohama, Japan, using the existing Transcontinental Rail Services of the Continental Rail systems and the Trans-siberian Railway. The route extends 8,000 miles compared with the 11,500 miles shipping via Suez and 15,800 miles via the Cape. This important step forward in the International carriage of freight between London and the Far East has been brought about by initiative of MAT Transport Limited, London and Basle, in successfully negotiating with the Russian Railway Authorities. Freight is seen here being loaded at MAT's depot.

We are there...



JAPAN *The Hongkong and Shanghai Banking Corporation and Mercantile Bank Limited are there—with Branches at Tokyo, Yokohama, Kobe, Nagoya and Osaka. With the unique knowledge gained during more than 100 years of international service Members of The Hongkong Bank Group can provide the latest information and expert advice on all aspects of trade and finance in Japan.*

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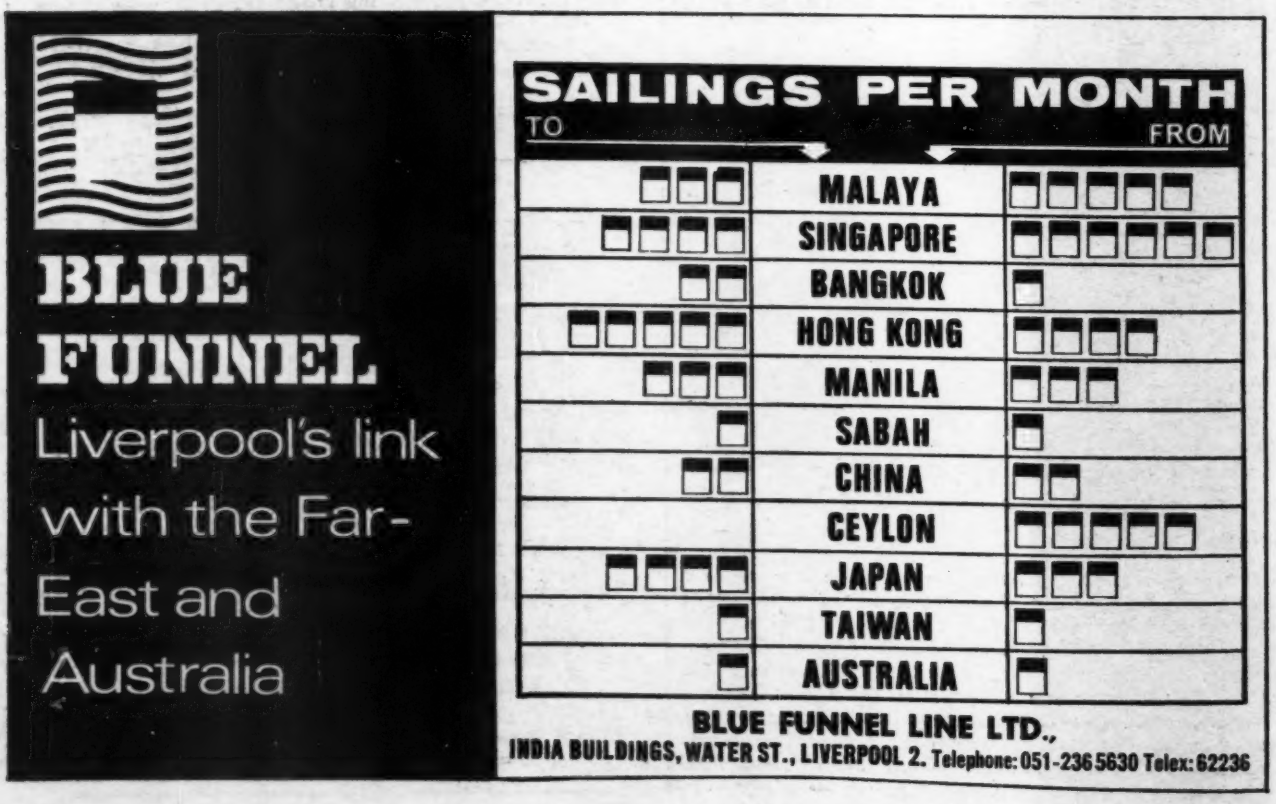
mentioning the commodities or countries of special interest to you

obtain an order, even in the face of strong Japanese competition in their own market, provided he can quote really competitive delivery times. It is absolutely vital, however, that delivery dates should not be allowed to slip; the Japanese simply will not understand if labour troubles, difficulties with suppliers or sub-contractors, etc., are quoted as reasons for delay, because of the rarity of such problems in Japan.

Consumer goods

I have referred to the rapidly rising living standards of the Japanese people. It is inevitable that such a rise, with a steadily increasing income for the average family, will mean an increase in demand for consumer goods, including luxury and semi-luxury items, which British manufacturers would be well placed to supply. For goods for the mass market it is probably not so easy for British producers to compete, because of the importance of price and the existence of freight costs, import duties and importers' and distributors' margins. But the Japanese esteem imported goods, especially for their quality and prestige, and they are often willing to pay a fairly high price for them.

It is in order to develop our exports in this sector that the British Week, which is to take place in September, 1969, has been planned. Although there remain import restrictions on certain consumer items, such as whisky, biscuits and confectionery, meat and dairy products, together with leather goods including footwear (details of which are readily available from the Board of Trade), there are wide areas where the market is entirely open. Since demand for consumer goods is developing more rapidly in Japan than in nearly any other country, it is only logical for British manufacturers to do all they can to take advantage of it. To this end I strongly commend participation in the British Week, details of which have already been published and are in any case available from the Board of Trade. It deserves success.



President gives an interim report on UNCTAD II

ADDRESSING A LUNCHEON in London on February 21 of the Commonwealth Correspondents' Association, Mr. Anthony Crosland, President of the Board of Trade, referring to the second meeting of the United Nations Conference on Trade and Development (UNCTAD) in New Delhi, at which he led the British delegation during the opening stages, said that UNCTAD II was still in session and it would not be known for some weeks what its concrete achievements would prove to be.

'Nevertheless', said the President, 'I should like to give, as it were, an interim report to you on how I see the possibilities.

'Some people have said that the timing of UNCTAD II is unpropitious', the President continued. 'I do not agree. True, both we and the Americans are facing balance of payments difficulties which make it hard for us to increase the volume of our aid. But this is not true of other developed countries. Moreover, apart from the question of aid, there are many policies in the field of trade on which progress is needed to assist the developing nations. And generally there is, I think, a great need at the present moment to re-state the aims of aid and trade development. Our objectives are long-term and we should not allow ourselves to be deterred by any temporary economic difficulties.'

'I should like to state the long-term objective by repeating a quotation from the speech made in New Delhi by the Secretary-General of the United Nations, Mr. U Thant – a quotation which he kindly took from a book of mine – "If one seeks to abolish poverty at home one should seek to abolish it abroad. If one wants a welfare state, one should ultimately want a welfare world".'

The President said he would like to mention and to welcome an initiative which had been begun outside the context of UNCTAD itself by the President of the World Bank, Mr. George Woods. Mr. Woods had proposed that there should be a re-appraisal by the aid-giving of donor countries of their aid programmes. This was a timely initiative. A hard-headed and searching examination of aid programmes by leading authorities could do much to clarify the facts and ventilate some of the practical difficulties which had been encountered.

The President said that he had been encouraged to learn that the present International Coffee Agreement which expired on September 30 and which had been the subject of so much discussion, now looked reasonably certain to be renewed. The difficulties in the way of reaching a settlement on coffee had been immense, and this news was a heartening sign of international willingness to co-operate in finding solutions to these very complex problems.

But progress on commodity agreements was inevitably slow, added the President, and there was a real need in addition for some international system by which developing countries could mitigate the effect on their foreign exchange earnings, and so on their whole economic development, of sudden and unforeseen fluctuations in prices or markets for primary commodities.

Dealing with points made in his speech at the UNCTAD meeting on February 6 (see *Board of Trade Journal* of February 16, pages 467/469) the President, referring to aid to developing countries said: 'We of course share the view that in any case more aid is needed. But it would not be honest if at this present time I gave a precise undertaking to increase the flow of British aid. We have been obliged in recent years to concentrate on strengthening our balance of payments and our currency, and for this purpose we have had to take stringent measures which are unpalatable alike to our own people, our trading partners, and our friends and allies overseas.

'These measures have included the devaluation of the pound, sharp cuts in public and private expenditure, and a reduction in our military commitments overseas. All this inevitably places constraints upon our aid programme. While I recognize that the difficulties which we face here are not comparable with those which face devoloping countries in general, nevertheless a strengthening of the United Kingdom balance of payments is the essential precondition of that increase in aid which I fully accept must be one of the main objectives of Government policy.'

Continuing, the President said: 'Our aid programme, even as things stand, compares favourably in size with that of most of the donor countries. And we have already in principle agreed to the replenishment of the funds of the IDA at a level 60 per cent higher than before, to additional aid for food supplies agreed on during the Kennedy Round, and to further economic aid to Malaysia and Singapore to help deal with the economic consequences of our military withdrawal.'

The President said that after the major opening statements, UNCTAD II was now getting down to detail. It would be in the committeees and working parties that the real work of the conference would be done, and committees had already been set up and begun to work on a number of specific issues. These included commodities, manufactures and invisibles, the last covering among other matters tourism, insurance, and shipping. Special working groups had also been established on world food problems, the transfer of technology, regional economic integration, the problems of the least developed, and the problems of land-locked countries.

These committees and working groups were now deeply engaged in the detailed and difficult work from which the real results of the conference would emerge. The Committee on Manufactures was, for example, dealing with specific aspects of the proposal for generalized preferences for developing countries; and would discuss such matters as the range of products to be covered, the depth of the tariff cuts which would provide the preferences, and any arrangements which might seem necessary for a limited number of exceptions, and adjustment procedures in case of imports which might cause unduly serious difficulties to domestic industries in developed countries. 'I have instructed our exceedingly strong British delegation, on this as on other questions, to seek to give a constructive lead in the search for agreement. For I am determined that Britain, despite our economic difficulties, should play a positive role in UNCTAD II,' he said.

'What the precise outcome will be I would not venture to forecast. We can only go on putting our back into the work for constructive solutions. We know that on such occasions there must be compromises by all concerned and that no conference of this or any kind can produce magical and painless solutions to such deep-rooted problems.

'Nevertheless I am confident that, whatever the difficulties which may have to be faced on the way, UNCTAD II will show that this country and the whole Commonwealth are responding positively to the challenge of this great economic and moral issue.'

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis, but when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316, or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

'Transitional economic situation'— President

SPEAKING IN LONDON on February 22, Lord Brown, Minister of State, Board of Trade – in the absence of the President owing to Parliamentary business – told the Foreign Press Association: 'After the depressing and disappointing year of 1967, and the devaluation with which it ended, we are now in a period of transition, indeed at the beginning of a transition. Before devaluation, economic policy was dominated by chronic balance of payment difficulties. We are moving now to a new situation in which we can hope to establish the balance of payments on a sound footing, and achieve a satisfactory rate of growth without the violent cycle of boom and stagnation which has characterized our economic performance for so many years.'

Lord Brown said that devaluation would not in itself achieve this transition. To make it work, we must restrict the growth of private and public consumption so as to free the resources we needed for extra exports and for replacing imports by home production. Hence the recently announced cuts in the public expenditure programmes, regrettable and painful though they were; and hence the certainty of an extremely severe Budget.

'However, it is not all gloom: there is also cause for satisfaction. On the home front, recent figures for industrial production, although difficult to interpret exactly, indicate a recovery in the level of activity. The rise in unemployment, allowing for seasonal variations, came to an end in the late summer and since then unemployment has been falling. The figures announced on February 22 show a further fall of 17,000 in the seasonally adjusted figure (from 520,000 wholly unemployed in January to 503,000 in February).

'The picture for investment is also improving. Whatever the competitive advantage given by devaluation, in the long run our position in the world depends now as it always did on technological change and improvements in productivity. This requires, among other things, investment in new products and new methods of production. This investment is not forthcoming unless industrialists feel confident about the future. The Board of Trade's most recent inquiry into investment intentions, which shows a marked increase in the investment plans of industry, is an encouraging sign that this confidence now exists.

'I am sure, however, that your main interest for the time being is going to be in what happens to our overseas trade.

'I think I can claim that in the last few months I have had to live through one of the most erratic runs of monthly trade figures which any President of the Board of Trade has ever had to issue. Trade is always variable and I have no doubt you have ingrained in your minds, as I have in mine, the familiar warning that we must not make too much of one month's figures. But in the last few months the disturbances have been such that, even taken several months together, it has not been possible to iron them out. We need patient understanding of the causes of these fluctuations – and we shall need it also in the months ahead.'

Lord Brown went on: 'It is not always appreciated, for example, that the first effects of devaluation on the trade figures are bound to be adverse. This is because import prices rise almost at once. By December they were already 6 per cent up on October and I expect them to have increased further in January. Export prices, on the other hand, are slower to respond, as it takes time for adjustments to be made as new business is negotiated. There was virtually no increase between October and December, though it seems that some rise began to develop in January. Though there will probably still be some rise in import prices during the coming months, I would now expect export prices also to be settling to their post-devaluation levels. Meanwhile, as the economists put it, the deterioration in the terms of trade is much sharper in the short term than it is likely to be when the main effects of devaluation on prices have worked through.

'At the same time, the changes in the volume of trade which devaluation is designed to bring about are bound to take time to develop. New business in world markets, cannot be captured overnight. Nor can some of our imports, now much dearer, be replaced immediately by home supplies. However, I am very pleased to note the widespread reports of the efforts which firms are making, especially to increase their exports, and I have no doubt that we shall see great benefits as time goes on. The central aim of government policy is to see that conditions in the home economy are such as to give every encouragement to these trends.

'Furthermore, it does seem likely that we shall see world trade expanding again this year and so reinforcing the opportunities for increasing exports. Last year was one of those occasional years when world trade marked time – indeed it probably fell back in the middle of the year – and this has had serious repercussions on our exports. But now there are signs of recovery. Our exports to North America in the five months to January, despite the dock strikes, were 4½ per cent up on the rate in the previous three months, and shipments to Common Market countries over the same period increased by 9 per cent.

'Looking forward this year, I think in the short term we will do well to be patient. It is likely to take time for the initial adverse effects of devaluation to be overtaken by the favourable trends. We should not count on a sudden improvement. But I have no doubt that in the course of this year we shall see the underlying trends in our trade figures shifting to a much stronger posture, as the improved outlook for world trade, and the powerful influence of devaluation, both work firmly in this direction. I hope then that the intense interest in each single month's figures will gradually fade and the warning I mentioned about one month's figures fade from our memories too.'

Mr. Anthony Crosland, President of the Board of Trade (left) at the entrance to the Euclid (Great Britain) Ltd. factory which makes heavy earth-moving equipment on the Board of Trade Newhouse estate, three miles from Airdrie. Mr. Crosland was on a two-day visit to Edinburgh and Glasgow on February 23 and 24. Next to him, with glasses, is Mr. Donald Dewar, who is his Parliamentary Private Secretary. While on the far right is Mr. Philip Homan, Principal Controller, Board of Trade Office for Scotland, who accompanied the President throughout his trip. Euclid won the Queen's Award to Industry in 1966 for its export performance – the firm exports 65 per cent of its total sales to 49 countries.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Sir Richard Powell speaks to BIM on balance of payments problem

SIR RICHARD POWELL, Permanent Secretary, Board of Trade, speaking to the British Institute of Management Conference, in London, on February 21, said: 'One of the most striking aspects of the balance of payments problem is the immense size in absolute terms of the transactions which go on year in and year out and the minuteness in absolute terms of the figure which worries us most – the net balance between receipts and payments. None of us, for example, can have regarded 1965 or 1966 as good years. But the adverse balance in those years – some £240 million in the one case and £175 million in the other – looks puny by comparison with the total volume of transactions in each of these years, which were more than £17,000 million. When the credit side of the account approaches £9,000 million and the debit side is about the same, does it really matter so much if there is an imbalance between them of a mere £200 million?

'The answer is that it does. We are all economists now, and we know that it is what happens on the margin that is important. The comparison I have made is heartening in a way because it shows that, in relation to the amount of trade of all kinds that we do, the size of the adjustment we need is not enormous. But the adjustment is no less necessary for that reason. As Mr. Micawber found, however little you may overspend your income, it is no use saying that sixpence is not very much compared with an income of £20. The result is still misery.

'And it is of course not simply a matter of getting back in balance. After five successive years of deficit, we have a formidable total of debt to the outside world, and we have to provide the surpluses necessary to repay it.'

Sir Richard continued that 1967 had been a disappointing year; the slackening of world trade, the Middle East crisis, the closure of the Suez Canal, the dock strikes, all led up to the decision to devalue. The important point was that, following devaluation, we now had the forces of competition and financial incentive strongly behind us in our determination to get our balance of payments firmly established on a sound basis.

Devaluation was no magic wand, but it provided a powerful incentive to exports, though this would take time. The price adjustment – in particular the faster rise in import than in export prices – would come first, before the effect on the volume of trade. This was an adverse factor which is already affecting the trade balance. 'I think we understand and are prepared for this,' said Sir Richard. 'It is as time goes on, and the volume effects begin to overtake the price effects, that we shall see the results we are waiting for. These results will show up in the trade returns, which we shall all obviously be watching with close attention. But, I hope – not drawing hasty conclusions from them as they appear month by month; not suspending business for a couple of days each month before they come out, and then either throwing our hats in the air if exports are up and crying woe if they are down. A month is a short period, and bunching of deliveries in one month rather than the next – a large ship, for example, or a batch of aircraft – can easily obscure the underlying trend. And it is the trend that really matters. This is why in our press notices on the monthly trade returns we avoid undue emphasis on the figures for that particular month (and this not only when they are bad but equally when they are good) and bring out the trend which emerges from comparing the latest quarter with the preceding one. Indeed, in my rare moments of wishful thinking I often wonder whether it would be far better if we published the trade figures quarterly as the balance of payments figures are published. But I suppose that if we seriously suggested this some unkind critics would say that at the time we made the change we had something catastrophic to hide.

'In any event visible trade is by no means the whole story. It gets all the publicity partly because it is more tangible, while invisible trade seems to be regarded as something mystical or unreal, and partly because of the accident, to my mind the happy accident, that figures about invisibles are available only quarterly and appear more than two months in arrear.'

Sir Richard said that he hoped that the interesting report on invisible earnings produced last year by the Bland Committee would have brought about a wider understanding of the size of the contribution which invisibles made. In 1966, for example, our earnings on invisible trade amounted to some £2,890 million – less than our earnings from visible exports, which were some £5,000 million, but not of an altogether different order of magnitude. And for as far back as one cared to look, the invisible sector had shown a net balance of credits over debits. Some of the individual service industries were big earners of foreign currency. In 1966, for example, expenditure by overseas visitors in this country brought us in £220 million. In the same year the net earnings of our shipping industry amounted to some £150 million and of our airlines about £50 million. And interest, profit and dividends produced earnings of something not far short of £1,000 million.

'However, it is about visible trade that I want to say most today, as it is with this that I have been most closely concerned during my time at the Board of Trade,' Sir Richard went on. 'What is the real problem here? Is it that imports have gone up by too much or exports by too little, or both? To take imports first. If we look back at the last decade we see a continuously rising trend. Imports in total have risen by some 4 per cent per year on average. Imports of manufactures have risen by some 10 per cent per year and imports of machinery by 16 per cent. Is there something wrong here? In particular, is the increase in imports of manufactures and more especially machinery in some way discreditable to a major industrial country like the United Kingdom?

'I do not think so. If we look at the other major industrial countries we observe the same trend. Imports of manufactures into Germany over the same period, for example, increased at an average annual rate of 17 per cent and imports of machinery at a rate of 21 per cent. I would not wish to press this sort of comparison too far or with too much precision. Countries vary so much in their industrial structure and recent history that the league table approach to their trade performance can be very misleading. But the broad point remains that the increase in our imports is a feature of the increase in specialization, and therefore trade, between the industrial countries, and is thus a process we cannot expect, or indeed afford, to opt out of.

'It is when we turn to exports that the comparison with other countries becomes more disquieting. Over the period I have mentioned, our total exports rose at an average rate of some 4½ per cent and our exports of manufactures by 5 per cent. The rate of growth in exports of manufactures was slower than that achieved by any other of the main industrialized countries. The rate of increase of United States exports of manufactures was not very much higher, at 6 per cent, but the rate of increase of German exports of manufactures over the same period was 10½ per cent; the figure for Japan was 15 per cent and the figure for Italy 17 per cent. Another reflection of this comparison is that our share in total world trade in manufactures fell over the same period from 19 per cent to 13 per cent.

'We should not be too dismayed by this. We were first in the field as an industrial country and we could never have hoped to keep the dominating position we held right up to the early part of this century. In the years after the second world war, we were bound to lose share to countries which were still recovering from the war. There have been other reasons also for the fall in share. In comparison with the position of the other major industrial exporters, a very much higher proportion of our exports went to the rest of the sterling area where markets had been expanding relatively slowly and a much smaller proportion to the industrialized countries where markets had been expanding rapidly. Again, the general liberalization of world trade – for example the ending of discrimination against dollar imports – will, much as we welcome the longer-term benefits of this trend, have worked to our disadvantage in the short run.

'Nevertheless, when all this is said, the fact remains that our export performance in recent years has, together with our other earnings, not been sufficient to cover our expenditure and has fallen behind that of most of our major competitors.

'There are, however, some encouraging features even in the past. In the first place, our export performance since the war is by any ordinary standards quite remarkable. Before the war, our visible exports paid for only two-thirds of our visible imports. The rest we were able to pay for out of our income on investments. The loss of assets and accumulation of debts during the war completely upset this pattern. The new situation required a massive increase in exports, and it would be grudging to regard our response as anything other than highly creditable. Ten years ago, for example, the proportion of our imports paid for by exports had risen from the pre-war two-thirds to around 90 per cent, and in the 1960s it

(*Continued on next page*)

SIR RICHARD POWELL, *continued*

rose further to some 95 per cent. Again the pattern of our exports has radically changed. Between 1956 and 1966 the proportion of our exports going to the slow growing markets of the overseas sterling area fell from 43 per cent to 31 per cent. On the other hand the proportion going to Western Europe rose from 29 per cent to 38 per cent and that going to North America from 13 per cent to 17 per cent. When one remembers that this shift in pattern was precisely to those markets where competition from domestic production and from other people's exports was fiercest, one becomes a little restive with those who talk as though we have become a back number in world trade. The commodity pattern of our exports is interesting also, with exports of manufactured goods forming an increasing proportion of the total. Exports of machinery and transport equipment, for example, formed 43 per cent of total exports in 1966 compared with 38 per cent in 1956. All this, I think, is a tribute to the flexibility of British industry and to the extent to which we have moved from our old position as a country relying almost entirely on selling manufactures in exchange for primary products to one in which we are playing a full part in the real growth sector in world trade, i.e. trade with other industrial countries in the products of developed industry.

'It is against this background that we should look at the future. Our export performance may not have been – indeed it manifestly has not been, sufficient. But nor has it been bad. With the new competitive edge which devaluation has given us, I believe that we can have confidence that we shall at last be able to escape from the ups and downs and starts and stops which have characterized our economic development for so long and again become one of the expanding countries of the world.'

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following four proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Courtaulds Ltd. and Clutsom-Penn International Ltd.
(2) Courtaulds Ltd. and the Northgate Group Ltd.
(3) Rheem, Lysaght and Blagden and Noakes (Holdings) Ltd.
(4) Bass Charrington Ltd. and William Hancock & Co. Ltd.

Application for an anti-dumping duty on cellulosic (rayon) yarn

THE BOARD OF TRADE gave notice on April 28, 1967, that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of an anti-dumping duty on yarn wholly or mainly of cellulosic man-made fibres, finer than 5s British cotton count (118 Tex), and all multiples of such yarn, originating in Austria.

The Board of Trade have found that after July 1967, some rayon yarn of Austrian origin exported to Britain was being dumped; the margins of dumping were, for the most part, small. Prior to July 1967 the proportion being dumped and the margins of dumping were higher. The Board have been informed by the Austrian exporters that their export prices to Britain in 1968 will fully reflect the extent of sterling devaluation.

The Board have also found that tax rebates given by the Austrian Government on rayon yarn exported via the Austrian Customs Free Zones included an element of subsidy.

The Board are not satisfied that, at the level of imports (including shipments via other countries) in 1967 and estimated for 1968, the dumping or subsidization of this Austrian yarn has caused, or threatens to cause, material injury to the British industry. The Board have accordingly decided that no case for action under the above-mentioned Act has been established.

Should the British industry renew their application at any time, the Board of Trade stand ready to consider the matter speedily and to examine any material change in the situation. The Austrian Government have been so informed.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 15, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.43	Fructose tetranicotinate, mixed isomers.	Tetranicotinoylfructose .	December 31, 1968	13123
29.08	1-Methoxypropan-2-ol .	Propylene glycol methyl ether.	December 31, 1968	13134

CBI reports high optimism about exports since devaluation

OPTIMISM ABOUT EXPORT prospects is far higher than ever before, according to the results received to the Confederation of British Industry's February 1968 Industrial Trends Survey. Nearly two-thirds of exporters are more optimistic than, and one-third are as optimistic as, they were in October about export prospects over the next year. Nearly 60 per cent expect orders and deliveries in the next few months to rise. The survey indicates that consumer goods industries seem likely to benefit particularly in the few months after devaluation, but in the longer run capital goods industries are equally optimistic about their prospects. Since the pre-devaluation survey, the proportion of exporters giving price as the main factor limiting their ability to gain new export orders has reduced from 47 per cent to 38 per cent.

The answers to the questions about export prices suggest that the average increase in sterling prices of exports this year will be about 6 per cent rising to about 8 per cent by next year. These figures, which allow for the fact that a small proportion of respondents answered with foreign currency prices in mind are in line with what has been suggested by other inquiries, say the CBI. They imply a reduction in foreign exchange prices of about 8 per cent this year.

The CBI say that 1,382 replies were received to the survey in the two weeks ending February 7. The Confederation, which states that this is the first major survey of business trends in manufacturing industry since devaluation, estimates that firms taking part account for some 40 per cent of British exports and employ in the region of 2¼ million people. The results have been analysed by size of firm and by 33 industry groups, which cover all the main sectors of manufacturing industry.

Board of Trade Annual Report on the Monopolies and Mergers Acts 1948 and 1965

THE BOARD OF TRADE'S Annual Report on the operation of the Monopolies and Mergers Acts, 1948 and 1965, was published on February 29.

The Report includes a summary of the work and expenditure of the Monopolies Commission during 1966.

Copies of the Report can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1 (price 2s. 3d. or 2s. 8d. by post).

First British export centre in Switzerland

A NEW TRADE CENTRE, dedicated to the exclusive promotion of British exports to the Continent, was opened in Zürich on February 19.

The centre, privately financed and established by Swiss businessman, Paul Kitschmann, now living in London, will provide British manufacturers with up-to-date information on market conditions in any given field, arrange contacts and appointments and assist in negotiations, if required. Adequate showroom space is available and may be hired on a half day, full day or weekly basis.

The centre was officialy opened by Miss Great Britain (Jennifer Gurley). Speaking at the opening, Mr. Douglas Lewis, director of the Clothing Export Council said: 'London is now recognized as a world centre for ready-to-wear clothes, for men and women. This new trade centre will give British clothing manufacturers all the facilities they need to do a really professional selling job in the lucrative Swiss market. I hope they will seize this valuable opportunity.' He went on to say that it would give the smaller manufacturers the chance to enjoy the marketing advantages already possessed by big suppliers.

Mr. Clive Dugdale, British Consul in Zürich, in a speech to mark the opening of the centre, said that British exports were running at £90 million per year, and prospects for a substantial increase, in his opinion, were very good.

BMH Export campaign

FOLLOWING on the personal letter of January 17, from the Chairman Sir George Harriman, to the 104,000 employees in the United Kingdom, British Motor Holdings – the BMC, Jaguar and Pressed Steel Fisher Group has now sent to its more than thirty factories, a Campaign book of complete information and hints for the local development of the Group's 'Out to win for Britain Campaign.'

In this month not only have details been worked out and display and publicity material prepared, but a shop-floor worker has been selected by computerized ballot to deliver the first 10,000th export vehicle – a BMC 1300 – to the Canary Islands. This is the first of many employees who will deliver every 10,000th export vehicle throughout 1968 – a year in which BMH aims to export 350,000 vehicles compared with 250,000 in 1967.

Pirelli launch recruitment drive

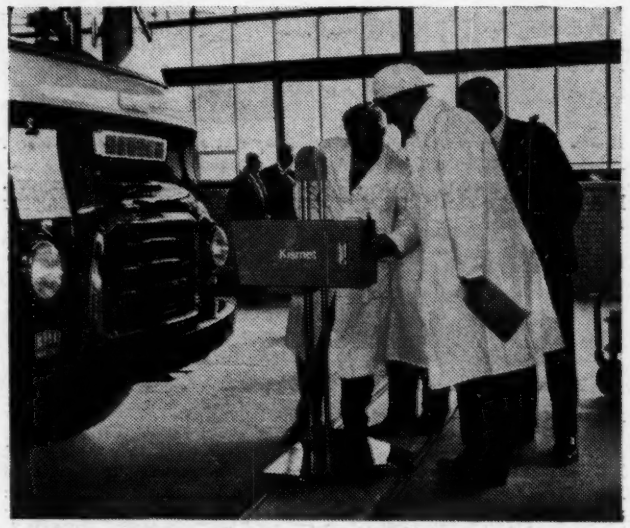
THIS YEAR will begin the flow of several hundred jobs to Cumberland with the completion of Phase 1 of the first £3½ million stage of Pirelli's new Carlisle factory. The company started recruiting some employees on February 20.

Initially, people will be needed for the footwear and engineering divisions as well as the administration offices. Later this year and in early 1969, the company will be recruiting for the new tyre division, scheduled for completion early next year.

Trade mission to Mexico

THE SECRETARY of the Gauge and Tool Makers' Association is leading a trade mission to Mexico over the second fortnight in April for the purpose of promoting and developing the sales of British precision tools and gauges to that steadily growing market.

The mission, which is supported by the British National Export Council and the Board of Trade, will call upon Mexican government departments, actual and prospective purchasers of British tools and gauges in a wide variety of Mexican industries, and actual and potential agents in Mexico interested in the import of British precision products.



Mr. Stephen Swingler, Minister of State, Ministry of Transport, recently opened the Ministry's first goods vehicle testing station and driving test centre at Ipswich. Mr. Swingler is seen here looking at headlight beam setting equipment.

Trade mission to the Canaries and West Africa

MR. R. J. MORTIMER, of the Standard Bank Limited, and leader of the 15-member Trade Mission to the Ivory Coast, Ghana, Nigeria, and the Canary Islands, said on his return to the United Kingdom yesterday: 'We are more than satisfied with the results achieved by the members whose interests range through agricultural equipment, buildings, street lighting, iron and steel, to car accessories, foodstuffs and feeding bottles. Firm orders were in excess of £350,000, and inquiries brought back by members indicate that over the next 12 months this figure will be more than trebled. During their short stay in Senegal and the Ivory Coast members found an encouraging demand already existing for British goods and a worthwhile potential in these French orientated countries. Whilst Ghana and Nigeria remain strong markets for goods traditionally imported from the United Kingdom, there is an increasing demand for the more sophisticated products. Many of these products are available from British manufacturers, but at present they are mainly supplied by our competitors overseas.'

New data transmission service from GPO

THE GPO is planning to introduce later this year a new commercial data-transmission service that will enable business organizations to keep closer control over their stocks and make best use of their materials and staff. Its many possible applications would enable headquarters of, for example, a chain of supermarkets or petrol stations to keep an immediate and continuous central check on sales and stocks in each of their retail points and know exactly when to order replacements.

Called 'Datel 300', the new service will be demonstrated to manufacturers and businessmen, and their reactions tested, at a special display in London's Fleet Building this week. The service is expected to attract organizations whose scale of work has not previously justified the expense of large data transmission terminals.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

The Weights and Measures (Additional Metric Weights) Order 1968

TO FACILITATE the change over from the use of apothecaries weights to metric weights in the dispensing and compounding of drugs, the Board of Trade have laid before Parliament the draft Weights and Measures (Additional Metric Weights) Order 1968.

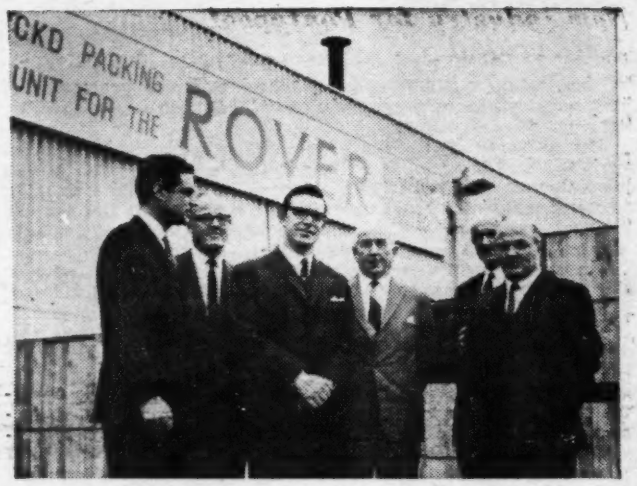
The Order will be made if approved by resolution of each House. It would make the following additional metric weights lawful for trade purposes.

4 grammes
3 grammes
400 milligrammes
300 milligrammes.

New company for Arbroath

A NEW COMPANY is to be set up in Arbroath to supply the United Kingdom electronics industry. The company, Precision Miniature Pressings Limited, has been formed as a result of a joint venture agreement between The Panmure Tool and Engineering Company Limited of Arbroath and North-American Specialities Corporation of New York. The announcement of the new company was made on February 17 by the Scottish Council (Development) and Industry).

Initially, the new company will occupy premises in Dens Road, Arbroath, as its manufacturing base. Production is expected to begin in three months' time and Panmure personnel are presently studying the specialized manufacturing techniques in New York. In December it was announced that the Panmure Company had reached agreement with the Board of Trade for the construction of a 12,500 sq. ft. factory by the Scottish Industrial Estates Corporation on Elliot Industrial Estate, Arbroath. It is due for completion in 12 months.



Top executives from The Rover Co. Ltd. and Standard-Triumph International Ltd. recently visited one of the Midlands' largest export packing centres Export Packing Service Ltd.'s 71-acre complex of packing units and storage and marshalling areas at Chipping Warden, Banbury. During their tour of the complex, which employs 600 people on the packing of motor cars, commercial vehicles and agricultural and electronic equipment for markets all over the world, they were accompanied by the EPS group chairman, Mr. R. C. Boucher, and his son, Mr. Hugh Boucher, who is deputy group managing director. This picture, taken outside the EPS packing unit devoted entirely to the export packing of completely-knocked-down Rover vehicles, shows (left to right): Mr. Hugh Boucher, Mr. W. Martin-Hurst, managing director of The Rover Co. Ltd.; Mr. G. H. Turnbull, director and general manager of Standard-Triumph International Ltd.; Mr. A. B. Smith, director and general manager of The Rover Co. Ltd.; Mr. R. C. Boucher; and Mr. J. R. Hope, executive director of EPS, Banbury.

Jute firm's £250,000 project at Glenrothes

GLENROTHES DEVELOPMENT CORPORATION states that provision is being made in the design of the plant for H & A Scott Ltd. for eventually extending the building up to four times the initial size so that the whole project when complete will be almost 100,000 sq. ft.

The site selected is on the Eastfield Industrial Estate. This is the newest of the Corporation's industrial areas and already contains the factories of Cessna Industrial Products, Elliott Automation, Allart Jewellery/Sarah Coventry Ltd., David Jonathan Ltd., and Photo Precision Ltd.

Five advance factories – 'The Extensibles' – each of 10,000 sq. ft. but capable of extension to 20,000 or 30,000 sq. ft., are also under construction.

Lock firm's export progress

ONE HUNDRED AND FIFTY years ago this month Mr. Chubb invented a detector lock on which the fortunes of the now world-wide company of Chubb and Sons, Lock and Safe Company Ltd., were based. Today 30 per cent of the company's production of locks, safes and equipment for the protection of records against fire are exported to a large number of countries throughout the world. In addition, the firm's manufacturing activities have been extended to Australia, Belgium, Canada, New Zealand, South Africa and Rhodesia.

These facts were made known at a press conference in London on February 19 by Lord Hayter, chairman of the company, at a celebration to mark the firm's 150th anniversary.

During his review of the company's activities since their foundation in 1818, Lord Hayter said: 'It would take too long to paint a picture of the tremendous increase in our exports over the early post-war period, but perhaps it can best be illustrated by saying that no fewer than 32 State Banks of the world are using Chubb's security equipment.

'As an example of the company's expansion it was revealed that during the immediate post-war period the number of people employed had increased from 750 to 10,911. The main reasons for this rapid growth,' said Lord Hayter, 'were the extensions of the firm's manufacturing activities abroad and the broadening of their activities to include burglar alarms, fire alarms and fire-fighting equipment and coin-counting machines.'

Lord Hayter added that the Chubb cash dispenser units which were fast coming into operation throughout the country meant that turnover was approaching £500,000, and it was soon expected that this equipment would be exported to the Common Market countries and elsewhere in the banking field.

'New Technology' for February

SIR RICHARD CLARK, Permanent Secretary to the Ministry of Technology, is the author of 'The Structure of Mintech'; the leading article in the February issue of *New Technology*. The article is from a lecture given by Sir Richard at a joint meeting of the Royal Institute of Public Administration and the British Institute of Management.

Other features in *New Technology* this month describe Britain's new calibration service for instruments and other devices; metric screw fasteners in aircraft design; and a spectacular marketing success in Western Europe for a gauge which measures the average temperature in large tanks of petroleum products: an example of close collaboration between Evershed and Vignoles Ltd. and the National Physical Laboratory.

New Technology is prepared by the Ministry of Technology and the Central Office of Information. It is obtainable, free of charge, on application to the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1.

New industry for Pontypool

THE BIRMINGHAM CYCLE CO. LTD. of Erdington, Birmingham, a subsidiary of Halfords Ltd., multiple retailers of bicycles and motor accessories, is to transfer its production from the Midlands to Pontypool.

A new factory of 40,000 sq. ft. is expected to be completed by March 1969 and when fully operational it is expected that employment will be provided for 60 people, of whom 40 will be men. Later, new lines of production may be introduced which could result in a further increase in the labour force.

Patents endorsed 'Licences of Right'

THE FOLLOWING PATENTS were endorsed 'Licences of Right' by proceedings under Section 35 of the Patents Act, 1949, on the dates specified below:

NUMBER	GRANTEE	SUBJECT-MATTER
	February 2, 1968	
931,087	Gratzmuller, Jeen Louis	Cooling systems for internal combustion engines.
1,018,709	Gratzmuller, Jean Louis	Internal combustion engine cooling systems.
765,388	Maschinenfabrik Moenus Aktiengesellschaft.	Shoe end lasting machine.
	February 5, 1968	
970,846	Mefina S.A.	Matarial presser device for a sewing machine.
977,666	Mefina S.A.	Shuttle device having a rotating hook for a sewing machine.
980,042	Mefina S.A.	A sewing machine for sewing decorative stitches.
981,271	Mefina S.A.	A device for fixing a needle to a sewing machine and for guiding the thread towards its eye.
987,453	Mefina S.A.	Improvements in or relating to projectile fuses.
1,014,010	Voumard, Bertrand.	Shock-absorber bearing, mainly but not exclusively for the balance wheel arbor of a watch.
	February 7, 1968	
739,829	Kolster-Brandes Limited	Semi-conductor amplifiers.
781,687	Standard Telephones and Cables Ltd.	Channel branching arrangements in carrier communications systems.
859,231	V.D.O. Tachometer Werke Adolf Schindling G.m.b.H.	Improvements in combination instruments for motor vehicles.
990,282	Compagnie Generale d'Electro-Ceramique.	Electrical suspension insulators.
1,075,406	Eternit Societa per Azioni	A method and apparatus for manufacturing asbestos cement sheets corrugated in one direction and curved substantially in the direction of the generatrices of the corrugations.
798,245	Standard Telephones and Cables Ltd.	Channel branching arrangements in carrier communication systems.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller,

The Patent Office,

Bulgarian delegation visits Slough Chamber of Commerce

THE BULGARIAN industrial and trade delegation at present in Britain (see *Board of Trade Journal* of February 23, page 573) visited the Slough and District Chamber of Commerce and Industry on February 26 for trade talks. This was a return visit for the one made to Sofia last April by the Chamber. The delegation was received by the Chamber's President, Mr. Michael Clarke of Horlicks Ltd. and afterwards visited a factory producing high duty alloys.

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JONES LANG WOOTTON

Regional help for exporters

A LIST of export clubs in the South-east issued to delegates at the recent BNEC Action 68 conference in London was published in the February 2 issue of the *Journal*. Following are further addresses of export clubs throughout the country supplied by the British National Export Council, which gives general support to these organizations.

Aberdeen Chamber of Commerce Export Group
Chairman: Gordon Baxter,
Managing Director,
W. A. Baxter & Sons Ltd.,
Northern Preserve Works,
Fochabers, Morayshire.
Secretary: Charles H. Taylor,
Aberdeen Chamber of Commerce,
15 Union Terrace,
Aberdeen.

Alloa and District Export Club
Secretary: A. D. Speirs,
Harland Engineering Co. Ltd.,
Alloa.

Ayrshire District Export Club
Secretary: P. Howat,
45 Mount Avenue,
Kilmarnock.

Bristol and West Exporters' Club
Secretary: P. A. Hilton,
Messrs. Hilton, Cowie & Co.,
5 Unity Street,
Bristol, 1.

Blackburn and District Chamber of Commerce Export Committee
Secretary: R. W. Holden,
Blackburn and District Chamber of Commerce,
14 Richmond Terrace,
Blackburn.

Burnley and District Chamber of Commerce Export Group
Chairman: J. B. Ashworth,
Bankfield House,
Gigg Lane,
Bury.
Secretary: Mrs. D. H. Hitchcock,
Burnley and District Chamber of Commerce,
58 Bank Parade,
Burnley,
Lancs.

Dundee Chamber of Commerce Export Group
Chairman: A. S. Kyle,
Dundee Chamber of Commerce,
Chamber of Commerce Buildings,
Pemure Street,
Dundee.
Secretary: Charles W. Simms, CA,
(Address as above).

Edinburgh Chamber of Commerce Export Group
Chairman: C. G. Flint,
Edinburgh Chamber of Commerce,
25 Charlotte Square,
Edinburgh.
Secretary: W. V. Stevens, OBE, JP,
(Address as above).

Greenock and District Export Group
Chairman: Alex H. White, CBE,
Lithgows Ltd.,
Kingston Shipbuilding Yard,
Port Glasgow.
Secretary: W. T. C. Riddell,
Managing Director,
John Hastie & Co. Ltd.,
Kilbrain Engine Works,
Greenock.

Kendal and District Export Club
Chairman: A. S. Fife,
Messrs. Gilbert Gilkes and Gordon Ltd.,
Kendal.
Hon. Sec./
Treasurer: J. G. Wilcock,
Isaac Braithwaite & Son (Drysalters) Ltd.,
P.O. Box 6, Kendal.

North Western Export Club
Chairman: David Bennion,
Sales Director,
Graesser Salicylates Ltd.,
Sandycroft,
Chester.
Secretary: F. A. Grout,
CBI,
India Buildings,
Liverpool, 2.

Nottingham, Export Association of
Chairman: D. Bullock,
23 Clarence Road,
Attenborough.
Hon. Sec.: R. Kirby,
c/o Crosland Filters Ltd.,
Glaisdale Drive,
Bilborough,
Nottingham.
Hon.
Treasurer: G. W. Barnes,
c/o Barclays Bank Ltd.,
Foreign Branch,
P.O. Box 70,
15 Victoria Street,
Nottingham.

Portsmouth Export Group
Chairman: E. F. R. Moss,
33 Mansvid Avenue,
Cosham,
Portsmouth.

Scottish Export Committee
Chairman: Sir Robert A. Maclean,
1 Castle Street,
Edinburgh.
Secretary: D. S. Reid,
(Address as above).

Scottish Thistle Export Group
Chairman: G. Ferguson,
c/o Edinburgh Chamber of Commerce,
25 Charlotte Street,
Edinburgh.
Secretary: W. V. Stevens, OBE, JP,
(Address as above).

South Wales Exporters' Club
President: S. H. Elliott, MBE,
Vice-Chairman and Director,
H. J. Elliott Ltd.,
E-Mil Works,
Treforest Industrial Estate,
Pontypridd,
Glam.
Hon. Sec.: D. G. Moore, FICS,
John Cory and Sons Ltd.,
Mount Stuart House,
Cardiff.
Chairman: A. Denis Stroud,
Export Manager,
Sauton Ltd.,
Newport, Mon.
Vice-
Chairman: H. J. Kroch,
Managing Director,
A. B. Electronic Components Ltd.,
Aberconway, Glam.

South West Export Association
Chairman: H. Hounsell,
Holman Bros. Ltd.,
Camborne,
Cornwall.
Vice-Chairman: E. E. Baker,
Ryders Beer,
Spreyton,
Mid-Devon.
Secretary: D. J. Blatchford,
Export House,
Moor Lane,
Exeter.

Thames Valley Export Club
Chairman: A. G. Bitton,
c/o Slough Chamber of Commerce,
2 Bath Road,
Slough.
Secretary: John Peck, ERD,
(Address as above).

Tyneside Export Club
Chairman: R. H. George,
4 St. Nicholas Buildings,
Newcastle-upon-Tyne 1.
Secretary: M. Hutchinson,
Tyneside Chamber of Commerce,
4 St. Nicholas Buildings,
Newcastle-upon-Tyne 1.

Walthamstow Export Panel
Chairman: E. Taylor,
c/o Walthamstow Chamber of Commerce,
306 Hoe Street,
London, E.17.
Secretary: Mrs. E. M. Chambers,
(Address as above).

West London Export Club
Chairman: Paul Clift,
Arthur Guinness Son & Co. Ltd.,
Park Royal,
London, N.W.10.
Secretary: D. N. Tyler,
Airpark House,
127 Station Road,
W. Drayton,
Middlesex.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214. Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222. 62151. TELEX. 49267. Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232. 34488. TELEX. 74578, Answer Back – GOVNI BELFAST).

Aviation and Shipping

Roles of Prestwick and Glasgow airports

MR. ANTHONY CROSLAND, President of the Board of Trade, in a written answer to a Parliamentary Question on February 22, made the following statement about the respective roles of Prestwick and Glasgow Airports:

'The Secretary of State for Scotland and I have reviewed the roles of Prestwick and Glasgow Airports in the light of the proposals for development at Glasgow which are under consideration by Glasgow Corporaton. We have taken note of the joint statement, recently reaffirmed to us, made by Glasgow Corporation and the British Airports Authority on March 9, 1967, that they regard the two airports as complementary, the major function of Glasgow Airport being to cater for short and medium haul traffic with Prestwick serving the whole of Scotland as a long-haul intercontinental airport primarily for transatlantic services.

'The Government are agreed that this division of traffic between the two airports is a sensible one which will make good use of the investment committed in recent years at both airports and will provide adequate facilities for the rapidly expanding passenger and cargo air services. Some further development at Glasgow will be necessary to consolidate its initial success and to allow it to deal with the rapid growth of traffic and with the new and larger types of aircraft which will come into service on the short and medium haul routes. But the United Kingdom's second international airport at Prestwick, so sited as to make it particularly suitable for handling increasingly heavy long haul traffic, is essential to Scotland's economy, and its ability to expand its transatlantic traffic must remain unimpaired.

'The Government think it right therefore to reaffirm that they will adhere to the policy of successive Governments that the role of the two airports is complementary, each with the principal function I have described above.

'The Government intend to have regard to this policy when exercising their powers in relation to the development of these airports and their use by airlines. No division of functions can, however, be completely rigid and the Government will continue to have regard to the merits of individual cases.'

Third London Airport

A STATEMENT by Mr. Anthony Crosland, President of the Board of Trade, on the proposed third London Airport at Stansted was made in Parliament on February 22 and is published opposite.

Training levy for civil air transport industry

TO FINANCE its first Grants Programme the Civil Air Transport Industrial Training Board proposes, subject to Parliamentary approval, to raise a levy of £8 per employee. This levy will cover the period April 1968 to March 1969.

Announcing the programme Mr. A. M. A. Majendie, the Board's chairman, said in London on February 21, that the programme would encourage the development of an all-embracing pattern of training for the major occupations within the industry.

The levy is expected to raise a total of £48,000 of which 10 per cent would be spent on administration. The rest would be paid out in grants.

The chairman said that the Board was devising a long-term Grants Strategy to ensure that the progress of one part of the air transport system was not hindered by inadequate training in another part.

The Board was in a unique position to do this since within its scope came airlines, airports, aircraft maintenance firms, flying schools and other activities directly related to civil air transport.

The first of a new fleet of 15 Hawker Siddeley Trident Two's – the long-range version – was delivered to BEA on February 15. The next Trident Two deliveries will be by May when three aircraft, with full passenger carrying certificates, are due to be handed over to BEA. The Trident Two, which seats up to 115 passengers, is capable of flying non-stop from London to BEA's Middle East destinations. It is fitted with three 11,930 lb. thrust Rolls-Royce Spey 163-25 jet engines. The picture shows Mr. J. Cunningham, executive director and chief test pilot, Hatfield (left) handing the log book of the new Trident Two to Capt. A. S. Johnson, BEA's Trident flight manager.

Not included was aircraft manufacturing, which came under the Engineering Industry Training Board.

It was intended that the Board acts as a guide to the industry on all training matters. It believed that it was in a position to make a considerable contribution to the efficiency, productivity and profitability of the civil air transport industry. The Board realized that a variety of regulatory bodies already existed and it was hoped to co-operate with them to ensure the effectiveness of training efforts and the avoidance of confusion on the respective roles of these bodies.

Mr. Majendie said that there were four major contributions which he felt the Industry Training Board could make.

These were: (a) Encouraging the systems approach to training by all sectors of the industry. The Board would consider the training needs of the major parts of the industry as if it were one body. The training needs of each occupation would be considered in relation to the total needs of the industry; (b) Reinforcing safety practices in all aspects of training; (c) Ensuring maximum cost effectiveness in all training efforts; and (d) Providing a forum for the pooling of training knowledge and experience.

Mr. Majendie outlined Grants Programme 1 which concentrated on laying the training foundations for the long term strategy of the Board.

Under the programme, employers would receive grants towards the costs of training their training staff, young persons, management and shop stewards. The Board would also provide grants for training research and would pass on to the industry certain grants from the Ministry of Labour.

First of Liberty ship replacements

MR. G. T. FOWLER, Joint Parliamentary Secretary, Ministry of Technology, visited on February 19, at Surrey Commercial Docks, London, the mv 'Nicola', the first of the SD14 series of Liberty ship replacements built by Austin & Pickersgill Ltd. on the Wear.

At a press conference at the docks, Mr. Fowler said: 'Most people think that the United States is the home of the Liberty ship and certainly the production of these vessels by both United States and Canadian yards during the war was a magnificent achievement. What is less often remembered is that, although the design was modified in North America for welded construction, the hull form and general design of these vessels followed that of a cargo vessel of 10,150 tons dwt, called the 'Empire Liberty' built on the Wear

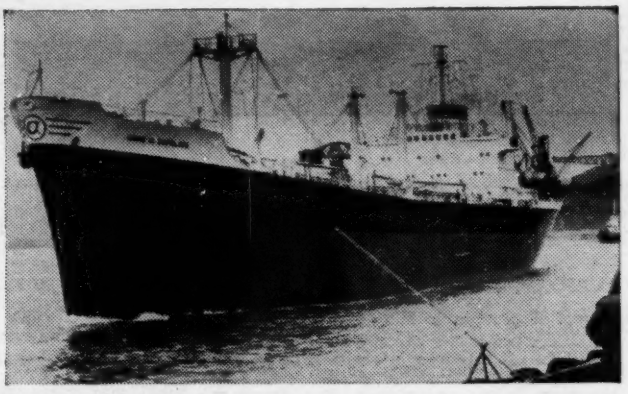
in 1942 by J. L. Thompson of Sunderland.

'There are now about 700 Liberty ships in service all reaching the end of their useful life. No doubt some of the cargo they have handled may in future be carried in larger, faster or more specialized vessels. But there is still scope for the versatile tramp. One of the shipping newspapers recently came to the conclusion that shipowners' requirements for this kind of ship could be met by one having deadweight capacity between 14,000 and 15,000 tons and a speed of 14 to 15 knots. The vessels' dimensions should permit access to the many ports where Liberty ships are now operating; the height between decks should permit the carriage of large cargo units; the holds and hatchways should be able to accommodate metal tubes, sheet steel and so on; the cargo gear should be simple enough for one man to operate each hold; with the option of fitting additional cargo gear if required.

'The SD14 fulfils these requirements and the mv "Nicola" is the first of these vessels to be handed over. I am not surprised to hear that the owners like it, considering the past experience of Wear yards in this field. This may be a standard type of vessel with a strictly utilitarian purpose but that does not make it easy to design and build well and quickly. I have heard that vessels of this kind – not built, I am glad to say, in British yards – have had to be redesigned to achieve the required speed or have been subject to machinery and vibration problems or have taken longer to build than expected.

'This ship was delivered ahead of time and Austin & Pickersgill, who designed and built it, have already brought in another Wear yard to help them maintain the output of further SD14s already on order or under construction. As the industry's reorganization proceeds, further rescources can be devoted to its production. Nor are Austin & Pickersgill neglecting the possibility of improvement; a modification enabling an SD14 to handle containers is now available.

'What this shows is that British yards can design and produce not only the spectacular passenger liner or giant tanker but the more humble yet essential vessels in which so much of the world trade is still carried.'



The 'Mimis N. Papalios', which was completed for the Aegis Shipping Co. of Piraeus six weeks ahead of schedule by the builders, Bartram & Sons Ltd. Designed by Austin & Pickersgill Ltd., the 14,200-ton dw. vessel is the first SD 14 Liberty replacement ship. (Photo by courtesy of *Sunderland Echo*.)

Awards for saving life at sea

MR. ANTHONY CROSLAND, President of the Board of Trade, has made the following awards to:

Mr. Jack Milne Easton, junior engineer s.s. 'British Crown' (home address: 136 Castle Street, Forfar, Scotland): a piece of plate.

Mr. Abdul Karim Dawood, donkeyman, s.s. 'British Crown' (c/o BP Tanker Co. Ltd., Britannic House, Finsbury Circus, London, E.C.2): a piece of plate.

The awards are in recognition of the services rendered following the explosion and fire aboard the s.s. 'British Crown' at Umm Said on August 20, 1966.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 676.

WEDNESDAY, FEBRUARY 21

Runway at Turnhouse Airport

Replying to an inquiry on progress with plans for the provision of a second runway at Turnhouse Airport, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said a survey completed by the Ministry of Public Building and Works last year confirmed the feasibility of a new runway on a site which was being safeguarded to the west of the present airport. Further progress depended on decisions now pending on the composition of the BEA fleet.

Low-flying aircraft

A Member asked what was the identity of the multi-engined jet aircraft that took off low over central London, passing over Westminster at 22.55 hours on February 16; what was its maximum altitude over London, S.W.1; and at what proportion of full power it was operating over central London. Mr. Mallalieu answered that a BAC 1-11 made an emergency landing at Heathrow at 23.01 hours with one engine out. It would have been over Westminster at about 22.55 at 3,000 feet. The power setting was above normal because of the emergency.

Communication between trawlers

In answer to a question on additional steps to improve the system of intercommunication between fishing vessels, protection vessels and the shore and the safety inspection of all trawlers, Mr. Mallalieu said: 'All aspects of safety of deep-sea trawlers will be examined by the independent Committee of Inquiry, including communications and safety inspection. In the meantime I am considering whether further safety measures can be implemented straight away and I have already sent some suggestions to the trawler industry.'

Airways radio beacons

Lord Beswick was asked whether the Government had any plans to replace the obsolete Non-Directional Beacons in the British airways system with the more modern VHF Omnidirectional Range (VOR) type of beacon, bearing in mind particularly those beacons at Epsom and Mayfield. He answered that VHF Omnidirectional Radio Range Beacons were replacing Non-Directional Beacons as the main navigational aid in the United Kingdom airways system. A programme for 32 such installations was well advanced, with 24 already in operation. Four more would begin operation in 1968 and the remaining four in 1969. Certain NDB's in the airways would be retained to mark points of change of flight procedure. It was intended to replace the Epsom NDB as soon as a site for a VOR could be obtained; the present NDB site was not technically suitable. The need to replace the Mayfield NDB depended upon the likely development of traffic patterns and flying procedures in that area, and this was still being studied.

THURSDAY, FEBRUARY 22

The third London airport

The following statement was made by Mr. Anthony Crosland, President of the Board of Trade: 'I will, with permission, make a statement on the Government's proposals for a third London Airport.

'As the House knows, my rt. hon. friend the Minister of Housing and Local Government has consulted local authorities and other bodies about a realignment of the runways of Stansted, and we have now studied all the replies. These raise certain new considerations. Although re-alignment would greatly reduce the number of people seriously affected by noise, it would affect many people who had neither the occasions nor the opportunity to object at the original inquiry. Morever, those consulted have represented that the additional land requirement and provision for expansion to a four-runway airport amount to such a radical departure from the earlier proposals as to constitute virtually a new project.

'In the light of these considerations, and the continued public concern about the Stansted decision, and the general welcome given to the proposals in the Town and Country Planning Bill for dealing with cases of this type, the Government have decided to refer to an inquiry, which will take place in public, the question of the siting of the third London airport. This will be a far wider inquiry than that proposed in the report by the Council on Tribunals. It might take the form of a Planning Inquiry Commission, duly constituted after the Bill has become Law, or some other form. We would wish to discuss the exact form of the inquiry with the Opposition, bearing in mind the need to proceed with all reasonable speed. Meanwhile we shall not proceed with the Special Development Order for Stansted.'

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, FEBRUARY 20

Export of ploughs to Rhodesia

Asked whether the ban on Ransome Simms and Jefferies exporting ploughs to Rhodesia for the World Ploughing Match, applied to Northern Ireland competitors, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that the ban applied to all ploughs, irrespective of which competitors might use them.

British Travel Association

'There is no English Tourist Board,' said Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, in reply to a question on Government grants to the English Tourist Board in the year 1967. 'The British Travel Association is the Government's chosen instrument for the promotion of tourism to all parts of the United Kingdom for which it will receive, subject to Parliamentary approval, grants in aid amounting to £2,826,000 for the year 1967/68.'

Replying to a further request to break down the £300,000 special grant provided by HM Government for the current Holidays in Britain campaign into headings, showing under each heading the amount spent in Scotland, Wales and England, respectively, Mr. Mallalieu said the information on these lines was not available and could not be obtained without disproportionate expenditure by the British Travel Association. 'The BTA are conducting this campaign in conjunction with and with the full co-operation of the Scottish Tourist Board, the Wales Tourist Board, regional travel associations and other local bodies, for the benefit of the country as a whole,' he said.

Industrial development in Bedford

A Member inquired how many applications for industrial development certificates had been made in Bedford in each of the past five years; and how many had been rejected. Mr. George Darling, Minister of State, Board of Trade, said the following applications for projects over 5,000 sq. ft. were approved for the Bedford Employment Exchange Area:

	Number	Area Th. Sq. ft.
1963	4	35
1964	4	76
1965	5	31
1966	10	142
1967	9	244

It was not the practice of the Board of Trade to state the number of applications refused in the Midlands or South East as this would be misleading. Many firms in such areas were dissuaded from applying or did not press their applications to the point of formal refusal.

Answering a further question: if in view of the proposed closure of the Co-operative Wholesale Society canning factory in Bedford following its purchase by the Metal Box Company, what action would be taken to encourage other industries to occupy this and other empty factory space in the town, Mr. Darling said 'My Department does not help to find tenants or buyers for factories outside the Development Areas. But a firm wishing to occupy a vacated factory does not need an industrial development certificate.'

A third question concerned the closing of the large modern works of Loewy Robertson in Bedford, making over 600 people redundant, many of them highly skilled craftsmen; and action intended to provide suitable alternative employment. Mr. Darling answered that while he would wish to minimise the personal problems which the closure might cause, Bedford was an area of comparative labour shortage with an unemployment rate well below the national average. The services of the Ministry of Labour were available to assist those seeking new jobs or retraining.

WEDNESDAY, FEBRUARY 21

Imports of canned meat by non-EEC countries

The President was asked what representations he had made to the Federal German Government against the proposed increased rate of duty on all canned meats imported from non-European Economic Community countries; whether he was aware that the high rate of tariff imposed would prohibit the sale of all canned meats from Great Britain immediately; and if he would make a statement. In reply Mrs. Dunwoody said: 'None. In accordance with the Community's common agricultural policy, the Six propose to adopt a common external tariff of 26 per cent on imports of canned beef and veal. This will involve a slight increase in the German and Italian tariffs and reductions in the others. I do not think these changes will have the effect which the questioner fears.'

In reply to a further question on what action was being taken with Norway under the European Free Trade Association Convention to protest against the prohibition by Norway of the entry of canned meats from Great Britain, she said that there was no ground for protesting against the Norwegian action under the EFTA Convention, the relevant provisions of which applied only to trade in industrial goods. Canned meat was classified under the Convention as agricultural produce.

Trade effect of devaluation

Asked to make a statement on the effect which devaluation had had to the latest convenient date on British exports and imports giving the figures for Scotland, England and Wales, respectively, Mrs. Dunwoody said it was too early for devaluation to have had significant effects on the volume of imports and exports, but there had been some increase in the price of our imports. Separate figures for Scotland, England and Wales were not available.

Rationalization and the car component industry

A Member asked the President if he would issue an invitation to the Society of Motor Manufacturers to meet representatives of his own department to ensure that any rationalization of the car component industry was not carried out to the detriment of the development areas and the intermediate areas. In reply Mr. Darling said they attached the greatest importance to industry discussing its rationalization plans with the Government at the earliest opportunity. Rationalization schemes were, however, best discussed with the individual firms concerned, and the Board of Trade was in contact with many firms in the car component industry. In planning rationalization they would expect firms to pay due regard to the Government's regional policies.

Industrial Development Certificates

The President was asked how many applications for industrial development certificates had been made for the North Warwickshire areas of Nuneaton, Bedworth and Atherstone for each of the years from 1955 to 1967; how many have been granted in full; how many have been granted in part; how many were from firms already established in these areas who wished to expand; how many of these were granted; how many were from firms outside these areas; and how many of these were granted.

In reply Mr. Darling said it was not the practice of the Board of Trade to publish statistics of the number of applications which had been received for industrial development certificates. He regretted that the other information was not available in exactly the form asked for. A table reported in *Hansard* sets out the number of industrial development certificate applications approved in the Nuneaton, Bedworth and Atherstone areas.

In reply to a further question as to how many industrial development certificates were granted for factories in the West Midlands in 1967; and for what total floor space, he said during 1967, 463 industrial development certificates for over 5,000 sq. ft. were issued in the West Midlands for a total floor area of 7.1 million sq. ft.

Aid to Scottish Development Area

A questioner asked the President to itemise the aid given to the Scottish Development Area in each year between 1964-65 and 1967-68, inclusive, giving an estimate of the figures for 1968-69. In reply Mrs. Dunwoody said that assistance offered in the Scottish Development Area under the Local Employment Acts was £15.2 million in 1964-65, £15.6 million in 1965-66 and £19.5 million in 1966-67. In the period April-December 1967 it amounted to £15.5 million. In addition investment grants totalling £28.5 million were paid to firms in the Scottish Development Area in the period April-December 1967. Separate estimates were not available for 1968-69.

New ownership of South Shields factory

The President was asked to make a statement about the future use of the Burndept factory in South Shields under its new ownership; and, in particular, whether he proposed to maintain the present employment in research and development work and export business. Replying, Mrs. Dunwoody said:

'I understand that in the time so far available it has not been possible for the new ownership to reach firm conclusions about the future level of employment and production in this factory. The company's statement on February 13, however, did indicate that they intended to develop and extend Vidor-Burndept's interests as manufacturers of dry batteries and battery making equipment.

Bank mergers

Asked if he would exercise his powers to hold up mergers currently pending between publicly quoted clearing banks until such time as he had completed his review of the accounting exemptions enjoyed by them, Mr. Darling said no. The review of the accounting exemptions enjoyed by the clearing banks would not have been completed when he considered the Report by the Monopolies Commission on the Barclays/Lloyds merger in about six months time. Since he had decided not to refer to the Commission the mergers between the Westminster Bank and the National Provincial Bank and the Royal Bank of Scotland and the National Commercial Bank of Scotland, he had no power to hold them up.

Accounts of bank and discount houses

In reply to a Member who asked the President when he would complete his current review of the need for continuing to grant accounting exemptions to banks and discount houses, Mr. Darling said that the study of the full accounts of the banks and discount houses over a period would take a considerable time and he could not say when the review was likely to be completed.

Accounting exemptions of overseas banks

The President was asked what examination his department had made of information available to him from international sources about accounting exemptions enjoyed by publicly quoted banking and discount houses in the United States, Canada, Australia and South Africa, in order to assess the extent to which the withdrawal of accounting exemptions at present enjoyed by British banks and discount houses would weaken their competitive position internationally. In reply Mr. Darling said that HM Government had regard to the disclosure required of banking and discount companies in the United States and other overseas countries in deciding whether such companies in Great Britain should continue to be exempted from some of the accounting provisions of the Companies Acts.

United Kingdom nylon-filament prices

Asked whether he had considered the prices charged to United Kingdom textile manufacturers for United Kingdom made nylon filament, in relation to lower prices for the same United Kingdom nylon available to Portuguese textile factories; and whether he would refer these prices to the National Board for Prices and Incomes, Mr. Mallalieu said that following recent increases in the price of nylon yarn exported to EFTA and the Irish Republic there should be little difference between the United Kingdom and Portuguese prices for nylon filament. United Kingdom producers were not, of course, the major suppliers to Portugal and their prices in that market must therefore reflect the prices charged by other suppliers.

THURSDAY, FEBRUARY 22

Hotel Loans Scheme

Replying to a question on the number of applications under the Hotel Loans Scheme received during the year 1967; and the number accepted or rejected, Mrs. Dunwoody said that 101 applications were received in 1967. Fifty-four were rejected or were withdrawn by the applicants; 32 were under examination or awaiting further information from applicants; and 14 loans had been offered. One further offer would be made shortly.

Employment in Wearside area

Mrs. Dunwoody, asked if the Northern Economic Planning Council would be invited to prepare proposals for siting a large-scale industrial estate to meet the employment needs of the Wearside area, said the President would be very willing to consider any views that the Northern Economic Planning Council presented about the employment needs of the Wearside area and the way to meet them. 'We are, however, buying over 100 acres for industrial development in this area – 43 acres at Pennywell, 46 acres at Rainton Bridge, and 13 acres at Houghton-le-Spring,' she said. 'We also understand that Sunderland Corporation are considering the purchase of an industrial site. We do not consider that we would be justified in buying further land at the present time.'

Trade Descriptions (No. 2) Bill

The Trade Descriptions (No. 2) Bill received its Second Reading.

Price early warning system

Mr. Frederick Lee, Chancellor of the Duchy of Lancaster said that there were about 100 goods and services covering the main sectors of industry on the Early Warning List and that discussions were now taking place with industry about further additions.

Distributors' Margins (Report)

The Secretary of State for Economic Affairs was asked whether he had received the Report by the National Board for Prices and Incomes on the reference to them of distributors' margins in relation to manufacturers recommended prices; and if he would make a statement.

Mr. Peter Shore replied: 'Yes. The Report, which is being published today, recommends that in general manufacturers when increasing recommended prices to the final consumer because of devaluation should reduce the percentage margin traditionally allowed to distributors. The Government welcome this Report which, in the particular case of recommended prices, endorses their own view, stated in my reply on December 8, 1967, to the hon. Member for West Lothian (Mr. Dalyell), that there should not be automatic maintenance of current percentage margins where retail prices have to be increased as a result of devaluation. The Board are unable, for reasons explained in their Report, to make precise recommendations on how changes in recommended prices should be determined. Their findings however provide general support for the Government's view that increases in distributors' prices, as well as in manufacturers' prices, should be no greater than is justified by the increase in overall costs incurred.

'Government Departments are arranging to bring the findings of the Report to the attention of the principal industrial and commercial interests concerned.'

North Sea gas

Questioned on if he was satisfied with the precautions being taken to avoid danger to shipping in the North Sea consequent upon escaping gas from the uncovered well; and if he would make a statement, Mr. J. P. W. Mallalieu replied: 'Yes. Navigational warnings have been broadcast regularly since February 17 and will continue so long as any danger exists. Two lighted buoys which were already in the vicinity of the well-head are still in position and the company concerned has a patrol boat in the area to warn shipping. In addition, the gas has now been ignited and this will provide a further warning to shipping.'

FRIDAY, FEBRUARY 23

New jobs in Welsh coalfields

Asked to state the number of new jobs that had been created and taken in the Welsh coalfields between 1964 and the latest convenient date, Mr. Darling replied: 'I regret that information in the form requested is not available. But it is estimated that industrial buildings for which industrial development certificates were issued and which were completed in the period, January 1964-June 1967, for manufacturing industry, will, when fully manned, provide employment for 7,810 and 1,140 in the South and North Wales coalfields respectively.'

MONDAY, FEBRUARY 26

Scottish advance factories

The President was asked how many advance factories had been set up in Scotland since October 1964; and of these how many were standing empty.

Mrs. Dunwoody replied: 'Of the 43 advance factories authorized for Scotland since October 1964, 27 have been completed. Eighteen of these are empty but two of them have been allocated to firms who have not yet moved in.'

On the same subject he was also asked how many United States firms had set up or occupied factories in Scotland since October 1964; how this compared with the previous two-and-a-half years; and how many of these firms had closed down or withdrawn since October 1964.

Mrs. Dunwoody replied: 'Since October 1964, 28 United States firms have set up production in Scotland. In the previous two-and-a-half years 13 United States firms set up production in Scotland. None of these 41 firms had closed.'

Scottish hotels

Questioned on what was the total number of loans given to hotels in Scotland under the Hotel Loans Scheme, and their total value, Mr. Mallalieu said:

'None, so far. Only three applications have been received concerning hotels in Scotland. Of these, one has been withdrawn by the applicant who preferred an alternative form of assistance available in development areas. The remaining two are under examination.'

Weights and measures

A Member asked what was the total actual establishment of the Weights and Measures Inspectorate; and how many vacancies currently existed for weights and measures inspectors.

Mr. Darling replied: 'The number of weights and measures inspectors (including 80 chief inspectors) employed by local weights and measures authorities in Great Britain at the end of 1967 was 1,027. Establishments and recruitment are the responsibility of these authorities but I understand that there are currently about 160 vacancies for inspectors.'

Scrap metal and export licences

Asked whether he would consider the imposition of export licences for scrap metal, in view of the greatly increased price of scrap on the home market, due to increased demand from overseas since devaluation, Mrs. Dunwoody replied: 'The export of scrap metal is already subject to export licensing control under the Export of Goods (Control) Order 1967. If the hon. Member has in mind ferrous scrap, an application for the revision of the current Open General Licence is under consideration.'

New Books

The Cycle of Marketing: a study of modern marketing practice, by A. C. Spence. (126 pages. Pitman. 25s.). It is the author's contention that marketing is a complete cyclical process. The cycle is (a) to investigate the needs, desires, and prejudices of the consumer, (b) to act in liaison with the technical side in the design of the right product and production of the right quantities, (c) to plan and execute the marketing campaign, and (d) to deliver the product into the hands of the satisfied customer. Thus the cycle begins and ends with the customer. The author presents the subject in this logical sequence of ideas and aims the volume at potential marketing executives and students taking the diploma in marketing. A complementary volume by the same publisher is the 3rd edition of Harold Whitehead's **The Administration of Marketing and Selling.** (252 pages. 35s.). The previous edition appeared in 1950 and the author has revised his text to take account of the change of emphasis in marketing that has taken place in the intervening years. This is particularly so in four cases. First, the need for closer collaboration with production in studying the use of new materials and design of products. Second, the need for more regular and systematic market research so as to be equipped to anticipate a change in demand, in material, design, finish and service. Third, the growing appreciation of the need to increase and widen distribution in overseas markets. Fourth, the need for more specific and continually up-to-date training of salesmen in relation to the commodities they are handling. An examination of the text indicates that the revision has been extensive; for instance the Resale Prices Act 1964 is considered, but some changes have been overlooked, for instance the *Trade and Navigation Accounts* is mentioned in the text and bibliography, but have been published as *Overseas Trade Accounts* since 1965.

EFTA Trade 1959-1966. Fourth edition. European Free Trade Association. (136 pages. Available free of charge from EFTA Information Centre, Board of Trade, 1 Victoria Street, London, SW1). The basic aim of the current edition of this survey (the third edition was noted in the *Board of Trade Journal*, May 26, 1967, page 1363) is to provide, like its predecessors, a comprehensive account of the pattern and trends of trade of the eight EFTA countries and a general reference book for EFTA activities. In the third edition stress was placed on trends and developments since EFTA was established, whereas in the present edition developments in 1966 are emphasized. Since January 1, 1967, virtually all protective tariffs on trade in industrial goods between EFTA countries have been abolished, and this volume which covers trade for the period 1959-1966, does not therefore take into account the effect of the full elimination of tariffs. However, references to trade in part of the year 1967 have been made as permitted by the availability of data. Additionally only sporadic attempts are made to assess the effect of the changes in tariffs, although the statistical material presented leaves little doubt that the co-operation within EFTA has had an impact on the trade of its constituent countries. The report is in four parts: an introduction and summary; and sections covering the position of EFTA in world trade; trade by regions; and trade by commodities. A statistical appendix is also included.

Industrial Development in the Arab Countries. United Nations. (144 pages. 22s., by post 22s. 11d., from HMSO and Government bookshops). A Symposium on Industrial Development in the Arab Countries was held in Kuwait during March 1966 as one of a series of regional meetings sponsored by the United Nations. The present volume contains extracts of selected documents presented to this symposium. Part 1 includes documents dealing with co-operation in the Arab world to promote programmes of industrial development and with problems of industrialization. Part 2 deals with the development of key industries, and has papers on the petrochemical, iron and steel, fishing, potash, food, spinning and weaving industries in one or more countries, and on small-scale industries in Iraq and Kuwait. Part 3, occupying rather more than half of the volume, comprises papers describing the industrial situation in Iraq, Jordan, Kuwait, Lebanon, Saudi Arabia, Syria and Yemen. Each paper includes several statistical tables. These concise factual surveys in particular make this volume a useful information source on the industries of Arab countries.

Regional Development in Britain. Central Office of Information. (56 pages. 5s. 9d., by post 6s. 3d., from HMSO and Government bookshops). This new publication, No. 80 in the COI's *Reference Pamphlet* series, appears at a time of growing debate on the subject and describes the many inter-related matters which add up to regional development – location of industry and commerce, distribution of manpower, town and country planning, social and environmental services. It describes the system of economic planning councils set up to bring together local knowledge and ideas and work out development plans for their areas; and the economic planning boards which service them and work to co-ordinate Government action at regional level. The final section deals with the problems and plans of the eight English regions, Wales, Scotland and Northern Ireland. The pamphlet carries eight pages of illustrations and a useful two-page reading list which curiously omits the latest Central Statistical Office *Abstract of Regional Statistics* for 1967 – though later publications are included.

Government Financial Aids to Geographical Mobility in OECD Countries. Organisation for Economic Co-operation and Development. (44 pages. 10s., by post 10s. 6d., from HMSO and Government bookshops). This report analyzes programmes designed to promote national, regional or area economic growth through the provision of financial aids to individuals and their dependents to offset the costs of movement from labour surplus areas. Programmes are examined in nine OECD member countries – Belgium, Canada, Denmark, Federal Republic of Germany, France, Netherlands, Norway, Sweden and the United Kingdom – and include lodging and maintenance assistance schemes for single people, provision of hostels and separation allowances and assistance for travelling home. The details of government aid in the nine countries, as of May 1, 1967, are set out conveniently in tabulated form.

The Betterment Levy, by Percy F. Hughes, K. R. Tingley and K. Buckley Edwards. (862 pages. Taxation Publishing Company Ltd., £4 12s. 6d.). The calculation and administration of betterment levy is governed by the Land Commission Act 1967 and the many Regulations and Orders which have been made under it. The Act also provided for the appointment of the Land Commission and for the acquisition, management and disposal of land in Great Britain by that body. These matters are examined in depth in this book which also incorporates a detailed analysis of the effect betterment levy will have on liability to income tax, surtax, corporation tax, capital gains tax and estate duty.

Valuation of Stock and Work in Progress. Institute of Chartered Accountants of Scotland. (32 pages. 2s. 6d. from the Institute, 27 Queen Street, Edinburgh 2). This important research report was based on information obtained from 230 companies in the manufacturing sector and 72 in the non-manufacturing sector. Two of the most important conclusions reached in this report were: (a) that there are considerable variations in the methods of calculating the cost of stocks for the purpose of annual balance sheets; and (b) that these variations do not arise from the type of business or from the size of the concern.

A Dictionary of Economic Terms, by P. A. S. Taylor. 4th edition. (126 pages. Routledge & Kegan Paul. 10s. 6d. hard cover, 7s. paperback). This book is an abridged edition of *A New Dictionary of Economic Terms* (which was reviewed in the *Board of Trade Journal*, May 27, 1966, page 1184), with the addition of a number of statistical terms. It is intended to be a pocket book for students of commerce, economics and statistics.

Other publications

BRITISH-HELLENIC CHAMBER OF COMMERCE BUSINESS DIRECTORY OF MEMBERS 1967. Export Drive Issue. 110 pages. The Chamber, 23 Amerikis Street, Athens 135, Greece.

ELECTRICAL AND ELECTRONIC TRADER YEAR BOOK. 39th edition 1968. 496 pages. Iliffe Technical Publications Ltd., Dorset House, Stamford Street, London, SE1. 35s., by post 36s. 9d.

EUROLEC, G.B. POCKET GUIDE 1968. 254 pages. David Rayner Associates, 18 Pentonville Road, London, N1. 32s. 6d.

FINLAND: ECONOMIC SURVEY 1967. 103 pages. Available from the Economic Department, Ministry of Finance, Helsinki.

FISHING NEWS: DIRECTORY AND EQUIPMENT GUIDE 1968. 192 pages. Arthur J. Heighway Publications Ltd., Ludgate House, 110 Fleet Street, London, EC4. £2.

FRANCE. January 1968. 40 pages. Economic Surveys by the OECD. 5s. 6d., by post 5s. 11d., from HMSO and Government bookshops.

GENERAL PRINCIPLES OF INSURANCE LAW: SUPPLEMENT 1968, by E. R. Hardy Ivamy. 75 pages. Butterworths. 17s. 6d., by post 18s., combined price of main work and supplement £5 7s. 6d., by post £5 12s.

ICELAND. January 1968. Economic Surveys by the OECD. 5s. 6d., by post 5s. 11d., from HMSO and Government bookshops.

INTERNATIONAL LIQUIDITY. December 1967, by Sir Ralph Hawtrey. 20 pages. University of Surrey. International Economic Series. 4s. 6d.

LEADING CASES IN CONSTITUTIONAL AND ADMINISTRATIVE LAW. 3rd edition, by O. Hood Phillips. 452 pages. Sweet and Maxwell. Hardback copy 63s., paperback 35s.

THESE ARE YOUR MARKETS. A GUIDE TO TRADING CONDITIONS AND ESTABLISHING A BUSINESS IN PAKISTAN. 50 pages. Available free from Economic Intelligence Department, Westminster Bank Limited, 41 Lothbury, London, EC2.

ZAMBIA: ECONOMIC SURVEY. January 1968. Economics Department of Barclays Bank. D.C.O. 37 pages. Murphy Mcleish Ltd., 38 Cannon Street, London, EC4.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sales	Auctioneers
March 5 and 6	Vehicle spares, textiles, miscellaneous stores.	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena' House, 13 Market Place, Burton-on-Trent, Staff. (Tel. 4657.)

Austin Champ engines and spares; vehicle spares and components including engines, axles, gear boxes, bearings, wheels, tyres, body panels, electrical components and miscellaneous MT tools and equipment; flat steel pallets, 4-way 40 in. by 40 in.; jerricans; bakery trailers; 5-ton four-wheel trailers; electrical and electronic spares and components; aircraft and ground equipment; oscilloscopes; test sets; cameras and photographic equipment; laboratory equipment; medical, surgical, ophthalmic and dental equipment; household and office furniture; generators; compressors; high speed and inserted tooth milling cutters; textiles including blankets, vests, drawers, Wigan cloth, stockinette, webbing, canvas, rag waste, nylon materials, waterproof covers and a large selection of general stores.

March 12 and 13	Technical and miscellaneous stores . .	Western Command Ordnance Depot, Hereford.	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366.)

Induction motors 1½ to 20 h.p.; chain blocks, engine analyzers, soldering irons and tool kits; hydraulic test pump 600 p.s.i.; Smith's hearths; industrial vacuum cleaners; Singer sewing machines; hydraulic pumping units; laboratory benches with sinks and gas taps; laundry equipment; electrical equipment including capacitors, transformers, amplifiers, receivers, wireless, signal, MT and aircraft spares; generating sets; binoculars; prismatic compasses; theodolites; Avo minors; dial sights; telephone sets; oscilloscopes; Thames personnel vans; batteries and used tyres; machine tools and hydraulic jacks; greatcoats; BD trousers and blouses; Army boots (unworn); cap comforters; mattresses, blankets; scrap textiles; camping equipment including bivouac tents, groundsheets, leeping bags, safari kits and tarpaulin sheets; wrist watches and a large selection of general stores.

March 19 and 20	Vehicles, miscellaneous stores . . .	Auctioneers' Premises, Belfast . . .	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233.)

Saloon cars; Brockhouse and Sankey ½-ton cargo trailers; Bedford cargo trucks; AEC tractors; Ford cargo trucks with winch; radio station trucks; Landrover, Austin Champ, Daimler, Ford, Standard, Bedford, Morris, Humber, Hillman and Commer spares and batteries; Lucas vehicle spares; Rolls-Royce, Austin, Bedford, Standard and Landrover engines; BSA motor cycles; Westalite transformer/receivers; Seagull outboard motors; metal boxes; hand mowing machines and gardening implements; wireless and telephone sets; telephone cable; 4-ton hydraulic jacks; miscellaneous tools; electrical equipment; clothing including greatcoats, ankle boots, shoes, battle dress and denim suits, drawers, vests, raincoats; web anklets; pouches; haversacks and packs; groundsheets; curtains; carpets; scrap metals; rubber; canvas; mixed rags; miscellaneous furniture and a large assortment of other general stores.

March 28 .	Technical and miscellaneous stores . .	Royal Scots Drill Hall, East Claremont Street, Edinburgh.	Dixon & Wallace Ltd.(Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)

Machine tools including SS and SC and capstan lathes; universal milling, surface grinding, horizontal grinding and pillar drilling machines; wood cutting bench saw; tool and cutter grinder; 36 in. auto scythe; thread cutting machines, etc.; blacksmith forges; coke forges; various pumping units; air compressors; generators; 1½-ton and 3-ton wall jib cranes; aircraft and MT spares; Lancia outboard motor set; Coventry Climax fork lift trucks; ground and workshop equipment; photographic equipment; binoculars; telescopes; watches; neoprene covers for cockpits, wheels, engines, rotor blades, etc.; various wooden boxes, crates and cases; electrical equipment and electronic valves; dental equipment; textiles including blankets, industrial gloves and gauntlets; webbing bandoliers; mixed rags; old rubber tyres; rugs and mats; ankle boots and miscellaneous clothing.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only)

A large quantity of ARMY BOOTS (unworn) are to be sold at Ministry of Defence Auction Sales to be held at HEREFORD on March 12 and 13, EDINBURGH on March 28, and WINCHESTER on April 2 to 4, 1968. They will be sold by sizes, most Lots not exceeding 200 pairs. Catalogues price 1s. 0d. (postal orders only) are available from the relevant auctioneers.

HEREFORD – Russell, Baldwin & Bright, 20-21 King Street, Hereford.
EDINBURGH – Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.
WINCHESTER – Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

NISSEN HUTS

Approximately 80 Nissen Huts, size 16 ft. by 36 ft. and a further 40 Nissen Huts, size 24 ft. by 66 ft. as well as a large quantity of Nissen Hut components are to be sold at a Ministry of Defence Auction Sale in BELFAST on Wednesday, March 20, 1968. All the huts will be sold as single lots. Further details and catalogues are obtainable from: Osborne, King & Megran, 14 Montgomery Street, Belfast 1. (Postal Order for 1s. 0d. please)

SALE BY TENDER

MACHINE TOOLS

Vertical borer; bench, pillar and radial drills; plain, tool, tool and cutter and table type surface grinders; centre lathes; horizontal, vertical and profile millers; presses; engraving, shaping, sawing, shearing, pipe bending and pipe threading machines; furnaces; oil filter units; storage tanks, etc. Located at Royal Naval Propellant Factory, Caerwent, Nr. Newport, Mon. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m., March 21, 1968.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
March 5 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	170	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	162	134	163	183	163	+217	+129	+ 2	+ 6
1967		133*				111		125*	165*				— 36*	—49*	+10
1966															
2nd quarter	130	133	160	157	129	110	162	132	164	183	164	+ 59	— 2	—19	+26
3rd quarter	131	134	160	157	127	109	163	135	166	182	166	+103	+ 91	+25	—15
4th quarter	132	132	162	158	127	109	163	133	159	186	169	— 17	— 7	— 9	—24
1967															
1st quarter	132	132	166	160	129	109	164	127	164	190	173	+ 47	+ 2	—11	+14
2nd quarter	133	133	166	161	129	109	175	133	177	198	187	+ 37	+ 3	—11	+14
3rd quarter	132	133	169	165	131	111	171	125	166	207	189	— 25	— 17	—17	—20
4th quarter		134*				113		115*	156*					—10*	+ 2
1967															
July		133				110									
August		133				111									
September		132				111									
October		132*				112									
November		134*				114									
December		136*				114									

	ORDERS		PRICES AND COSTS				LABOUR							
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter of quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967	142*	114*	140·3	+2·5	112·0*	134·3*	175·3	515	174		168	155	
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 21
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100*	139·8	+1·7	110·9	134·7	177·3	555	158		162	157	— 36
4th quarter	142*	114*	141·5	+2·1	116·7*	135·9*	174·5	538	182		178	138	
1967													
July	147	102*	140·1	+2·3	109·7	134·4	176·7	543	155		157	163	
August	146	100*	139·7	+1·4	111·0	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145*	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	144*	112*	141·5	+1·9	116·1	135·4	179·7	536	181		180	125	
December	142*	114*	142·4	+2·4	121·9*	136·4*	180·3	538	190		190	164	
1968													
January			142·9	+2·7	122·9*	137·0*	184·1	520	186		194*	184*	
February								503*	185*				

*Provisional. †Not seasonally adjusted.

Index for industrial production for December

THE PROVISIONAL index of production for December 1967, prepared by the Central Statistical Office, was 136 (seasonally adjusted). For manufacturing industry alone the figure was 138.

For the three months October to December 1967 it is provisionally estimated that production as a whole was 1.1 per cent higher than in the preceding three months, July to September 1967; for manufacturing industries alone there was an increase of 1.0 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	126	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967 (prov.)	133·1	85	134·2	124	118	136	171		175	134	154	74	122	
Unadjusted:														
1966 3rd quarter	125	76	128	121	115	133	160	144	163	127	142	74	119	106
4th quarter	136	91	136	126	120	138	167	153	169	138	162	76	122	106
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	136	90	138	127	118	142	175	149	179	139	156	74	133	110
3rd quarter	124	75	125	124	117	136	163	131	167	122	142	73	103	99
4th quarter (prov.)	139	91	139	128	124	136	172		176	140	162	73	126	
1967 Oct. (prov.)	137	89	139	128	125	135	174	143	179	136	153	73	127	119
Nov. (prov.)	142	92	143	133	129	141	174	152	177	142	164	73	126	117
Dec. (prov.)	137	92	136	122	117	132	169		172	142	170	72	124	
Seasonally adjusted:														
1966 3rd quarter	134	85	137	124	117	136	167	148	170	138	153	76	133	117
4th quarter	132	84	133	123	116	135	168	152	170	134	155	75	122	104
1967 1st quarter	132	87	134	124	116	139	171	155	173	133	152	75	122	108
2nd quarter	133	86	133	122	116	134	170	146	174	134	154	74	123	106
3rd quarter	133	84	133	126	119	139	170	136	175	133	153	74	118	109
4th quarter (prov.)	134	84	135	124	120	132	173		177	136	155	72	124	
1967 July	133	84	134	127	121	137	167	122	174	135	155	75	121	109
Aug.	133	85	133	126	118	141	171	140	175	132	152	75	116	108
Sept.	132	83	133	126	118	139	171	146	175	132	152	73	117	109
Oct. (prov.)	132	84	132	122	118	130	173	143	177	132	150	72	120	113
Nov. (prov.)	134	84	134	125	122	132	171	152	174	136	157	72	123	108
Dec. (prov.)	136	85	138	126	121	135	176		181	139	159	71	130	
July-September (av.)	133	84	133	126	119	139	170	136*	175	133	153	74	118	109*
Oct.-Dec. (av.) (prov.)	134	84	135	124	120	132	173	147*	177	136	155	72	124	110*

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	138	151
1967 (prov.)	117	116	121	116	114	89	122	156	166	140	125	145			156
Unadjusted:															
1966 3rd quarter	114	115	113	113	109	91	124	149	155	139	123	133	145	141	120
4th quarter	121	120	125	118	117	96	123	151	156	143	123	140	153	142	171
1967 1st quarter	122	122	122	116	113	92	128	149	155	139	112	145	150	137	182
2nd quarter	123	123	124	114	115	93	117	161	171	145	127	149	157	145	145
3rd quarter	106	105	111	109	104	81	121	152	165	133	126	134	144	148	121
4th quarter (prov.)	117	115	127	122	125	91	128	160	171	142	136	152			177
1967 Oct. (prov.)	120	120	124	126	126	90	133	163	176	141	138	158			152
Nov. (prov.)	122	121	128	128	131	96	129	166	175	152	140	156			186
Dec. (prov.)	110	105	128	113	117	88	108	151	162	133	129	143			194
Seasonally adjusted:															
1966 3rd quarter	124	124	123	119	117	99	126	153	157	147	122	146	153	141	150
4th quarter	120	119	123	114	111	93	122	149	157	137	117	137	149	141	156
1967 1st quarter	118	118	120	116	113	90	125	151	160	139	121	143	153	140	153
2nd quarter	118	117	120	114	113	90	120	156	164	143	124	142	151	143	160
3rd quarter	115	113	121	115	112	88	124	157	167	140	126	146	151	147	151
4th quarter (prov.)	116	113	125	118	118	88	123	158	172	137	130	148			161
1967 July	114	113	122	117	114	89	126	154	164	139	126	150	151		147
Aug.	112	110	119	114	110	87	124	158	167	143	130	146	151		153
Sept.	118	117	123	113	111	89	121	158	171	138	121	143	151		152
Oct. (prov.)	115	114	120	114	115	85	117	154	170	130	125	148			156
Nov. (prov.)	116	114	122	119	118	90	124	158	170	141	127	145			165
Dec. (prov.)	116	112	132	122	122	90	127	162	177	139	137	151			162
July-Sept. (av.)	115	113	121	115	112	88	124	157	167	140	126	146			151
Oct.-Dec. (av.) (prov.)	116	113	125	118	118	88	123	158	172	137	130	148			161

* Latest available 3 months (September-November) and previous 3 months (June-August).

Industrial countries' trade and production in the third quarter of 1967

EXPORTS BY INDUSTRIAL countries in the third quarter of 1967 were below the level of the first half year. The fall of over ½ per cent, allowing for normal seasonal movements, followed a pause in the second quarter and a rise of 3 per cent in the first. Partial information suggests a small increase in the fourth quarter.

In absolute terms the reduction in industrial countries' exports in the third quarter occurred about equally in exports to industrial countries and in exports to primary producers, but the relative falls were ½ per cent and 1½ per cent respectively. Exports to primary producers had turned down in the second quarter, but those to industrial countries had still been rising slowly. The value of industrial countries' exports in the third quarter of 1967 was 4 per cent more than in the same quarter of 1966.

Exports of manufactures by the main manufacturing countries also fell in the third quarter. The reduction, of 3 per cent in seasonally adjusted terms (based on provisional figures), followed increases of ½ per cent in the second quarter and of 3 per cent in the first.

Of the industrial countries shown in Table 3, only Japanese exports rose in the third quarter. This increase followed two quarters of little change. Exports from Germany and France were at much the same level as in the second quarter, and not much higher than in the first. Exports from the United States in the third quarter showed little change for the second quarter running. Canada's exports fell sharply to the level of the fourth quarter of 1966. Exports from both Italy and the United Kingdom, which had fallen in the second quarter from high levels reached in the first, eased back further in the third quarter.

Industrial countries' imports were still growing only slowly in the third quarter of last year. An increase of ½ per cent (seasonally adjusted) followed a very small rise in the second quarter and a 1 per cent increase in the first. The third quarter increase was wholly due to a 3 per cent rise, after a 1½ per cent fall in the second quarter, in imports from primary producing countries. Imports from other industrial countries fell by ½ per cent.

Of the countries distinguished in Table 4, imports into Japan and Italy went on rising in the third quarter, and United States imports levelled out after their second quarter fall. German imports showed signs of an upturn, and imports into France recovered to near their first quarter level, after falling in the second quarter. United Kingdom imports eased back in the third quarter from the high level which followed the removal of the temporary import charge.

Industrial production

The index of industrial countries' industrial production rose by 2 points in the third quarter of 1967 after showing little change since the third quarter of 1966. Production in Japan was still rising strongly, and there were upturns in output in Germany, France, and the United States. Production in the United Kingdom was little changed.

(*Text continued on page* 685)

Table 1. Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted

U.S. $ thousand millions

	Exports (f.o.b.)				Imports (c.i.f.) (c)		
	To industrial countries (a)	To primary producers (a)	To world		From industrial countries	From primary producers	From world world
			Total	Manufactures (a) (b)			
1960	12·56	6·88	19·92	13·11	12·98	7·02	20·0
1961	13·61	7·01	21·12	13·83	14·07	7·14	21·21
1962	14·64	6·96	22·20	14·67	15·35	7·61	22·98
1963	16·16	7·37	24·15	15·91	16·90	8·35	25·26
1964	18·46	8·42	27·47	18·26	19·21	9·22	28·45
1965	20·81	9·17	30·13	20·69	21·34	9·78	31·14
1966	23·19	9·94	33·34	23·15	23·95	10·61	34·58
1962 1st quarter	14·29	6·91	21·73	14·27	15·18	7·45	22·64
2nd quarter	14·62	7·04	22·35	14·71	15·06	7·55	22·59
3rd quarter	14·82	7·00	22·42	14·96	15·51	7·80	23·33
4th quarter	14·83	6·88	22·28	14·74	15·65	7·66	23·36
1963 1st quarter	14·85*	6·88*	22·37*	14·86*	15·36*	7·79	23·34*
2nd quarter	16·01	7·43	24·09	15·89	16·87	8·22	25·05
3rd quarter	16·59	7·43	24·62	16·26	17·27	8·71	26·01
4th quarter	17·04	7·73	25·34	16·65	17·76	8·69	26·50
1964 1st quarter	17·88	7·94	26·46	17·44	18·69	9·05	27·74
2nd quarter	18·06	8·18	26·83	18·14	19·03	9·22	28·16
3rd quarter	18·32	8·48	27·39	18·28	19·18	9·15	28·35
4th quarter	19·21	8·86	28·68	19·19	19·73	9·35	29·18
1965 1st quarter	19·48*	8·69*	28·31*	19·64*	19·89*	9·26	29·19*
2nd quarter	20·49	9·28	29·97	20·72	21·26	9·71	30·94
3rd quarter	21·10	9·35	30·63	20·87	21·60	9·86	31·49
4th quarter	22·00	9·32	31·47	21·51	22·52	10·32	32·94
1966 1st quarter	22·67	9·42	32·22	22·50	23·41	10·28	33·70
2nd quarter	22·96	9·66	32·98	22·70	23·61	10·57	34·12
3rd quarter	23·28	10·21	33·71	23·24	24·23	10·91	35·23
4th quarter	23·78	10·42	34·35	24·17	24·66	10·84	35·57
1967 1st quarter	24·46	10·72	35·30	24·92	25·08	10·88	35·96
2nd quarter	24·51	10·61	35·29	25·08	25·33	10·74	36·03
3rd quarter	24·37	10·44	35·04	24·35p	25·15	11·04	36·24

(a) Excluding United States Special Category exports (see Definitions).
(b) Exports of manufactures by the main manufacturing countries (see Definitions).
(c) Imports into Canada and the United States are valued f.o.b.
p Provisional.
* Significantly affected by a dock strike in the United States.
Sources:
Column 4: Board of Trade.
Other columns: O.E.C.D.

Table 2. World trade

Quarters or quarterly averages, seasonally adjusted. U.S. $ thousand million

	Exports (f.o.b.) from			Imports (c.i.f.) (a) into		
	Industrial countries	Primary producers	World	Industrial countries	Primary producers	World
1960	19·92	8·14	28·06	20·00	9·19	29·19
1961	21·12	8·29	29·41	21·21	9·34	30·55
1962	22·20	8·73	30·93	22·98	9·52	32·50
1963	24·15	9·53	33·68	25·26	9·98	35·24
1964	27·47	10·44	37·91	28·45	11·15	39·60
1965	30·13	10·97	41·10	31·14	11·92	43·06
1966	35·34	11·75	45·09	34·58	12·67	47·25
1962 1st quarter	21·73	8·57	30·30	22·64	9·38	32·02
2nd quarter	22·35	8·59	30·94	22·59	9·35	31·94
3rd quarter	22·42	8·87	31·29	23·33	9·77	33·10
4th quarter	22·28	8·87	31·15	23·36	9·59	32·95
1963 1st quarter	22·37*	9·09	31·46*	23·34*	9·60	32·94*
2nd quarter	24·09	9·32	33·41	25·05	9·99	35·04
3rd quarter	24·62	9·78	34·40	26·01	10·05	36·06
4th quarter	25·34	9·91	35·25	26·50	10·27	36·77
1964 1st quarter	26·46	10·29	36·75	27·74	10·61	38·35
2nd quarter	26·83	10·40	37·23	28·16	11·05	39·21
3rd quarter	27·39	10·32	37·71	28·35	11·34	39·69
4th quarter	28·68	10·76	39·44	29·18	11·61	40·79
1965 1st quarter	28·31*	10·66	38·97*	29·19*	11·54	40·73*
2nd quarter	29·97	10·98	40·95	30·94	12·07	43·01
3rd quarter	30·63	10·95	41·58	31·49	12·12	43·61
4th quarter	31·47	11·30	42·77	32·94	11·93	44·87
1966 1st quarter	32·22	11·63	43·85	33·70	12·48	46·18
2nd quarter	32·98	11·75	44·73	34·12	12·28	46·40
3rd quarter	33·71	11·79	45·50	35·23	12·84	48·07
4th quarter	34·35	11·82	46·17	35·57	13·07	48·64
1967 1st quarter	35·30	12·11	47·41	35·96	13·54	49·50
2nd quarter	35·29	11·80	47·09	36·03	13·16	49·19
3rd quarter	35·04	11·60p	46·64p	36·24	12·48p	48·72p

(a) Imports into Canada and the United States are valued f.o.b.
p Provisional.
* Significantly affected by a dock strike in the United States.
Sources:
Columns 1 and 4: O.E.C.D.
Columns 2 and 5: Data from 'International Financial Statistics' (published by International Monetary Fund), seasonally adjusted by the Board of Trade.
Columns 3 and 6: Obtained by addition.

Table 3. Exports from industrial countries

Quarters or quarterly averages seasonally adjusted. US $ thousand million

	Exports (f.o.b.) from									European OECD Intra-trade
	United States (a)	Canada	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy	
1960	4·91	1·39	1·01	12·50	2·65	7·43	2·86	1·72	0·92	6·83
1961	5·05	1·46	1·06	13·43	2·77	8·09	3·17	1·81	1·05	7·72
1962	5·24	1·49	1·23	14·15	2·84	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	1·36	15·44	3·06	9·40	3·65	2·02	1·27	9·59
1964	6·42	1·93	1·67	17·36	3·20	10·65	4·05	2·25	1·49	10·90
1965	6·68	2·03	2·11	19·24	3·43	11·98	4·47	2·51	1·80	12·05
1966	7·35	2·39	2·45	21·03	3·67	13·16	5·03	2·73	2·01	13·11
1962 1st quarter	5·15	1·47	1·16	13·92	2·75	8·44	3·24	1·86	1·16	8·27
2nd quarter	5·45	1·46	1·21	14·12	2·88	8·51	3·33	1·78	1·19	8·41
3rd quarter	5·36	1·49	1·28	14·23	2·87	8·61	3·35	1·84	1·17	8·65
4th quarter	5·07	1·51	1·25	14·36	2·87	8·73	3·35	1·88	1·20	8·78
1963 1st quarter	5·08*	1·55	1·27	14·33	2·94	8·61	3·28	1·87	1·22	8·77
2nd quarter	5·66	1·58	1·31	15·40	3·03	9·45	3·62	2·07	1·28	9·51
3rd quarter	5·72	1·59	1·39	15·81	3·12	9·64	3·75	2·06	1·29	9·86
4th quarter	5·95	1·76	1·46	16·03	3·12	9·77	3·83	2·08	1·31	10·09
1964 1st quarter	6·20	1·82	1·45	16·88	3·16	10·35	4·01	2·24	1·37	10·62
2nd quarter	6·24	1·95	1·60	17·03	3·21	10·41	3·99	2·21	1·45	10·78
3rd quarter	6·45	1·98	1·69	17·20	3·15	10·58	3·99	2·19	1·54	10·77
4th quarter	6·73	1·90	1·87	18·03	3·26	11·08	4·19	2·32	1·55	11·24
1965 1st quarter	5·59*	1·90	2·06	18·56	3·31	11·54	4·40	2·35	1·70	11·66
2nd quarter	6·94	1·97	2·14	18·78	3·35	11·71	4·38	2·48	1·78	11·73
3rd quarter	6·92	2·05	2·18	19·46	3·49	12·08	4·47	2·58	1·80	12·16
4th quarter	7·09	2·15	2·08	20·09	3·56	12·51	4·66	2·64	1·85	12·63
1966 1st quarter	7·22	2·32	2·37	20·30	3·60	12·60	4·79	2·66	1·93	12·84
2nd quarter	7·26	2·33	2·38	20·84	3·47†	13·17	4·94	2·78	2·04	13·08
3rd quarter	7·45	2·42	2·47	21·24	3·72	13·32	5·15	2·76	2·00	13·13
4th quarter	7·49	2·47	2·56	21·65	3·89	13·51	5·27	2·71	2·07	13·31
1967 1st quarter	7·79	2·67	2·57	22·25	3·92	13·93	5·35	2·80	2·20	13·66
2nd quarter	7·79	2·70	2·58	22·20	3·72	13·91	5·40	2·84	2·16	13·66
3rd quarter	7·78	2·48	2·71	21·97	3·66	13·78	5·39	2·83	2·09	13·54

(a) Excluding Department of Defence shipments.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

(*Continued on next page*)

Table 4. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1960	3·66	1·42	1·12	13·83	3·26	7·40	2·54	1·57	1·19
1961	3·59	1·43	1·45	14·70	3·18	8·04	2·74	1·67	1·31
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·98	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·05	21·78	4·03	12·25	4·37	2·59	1·84
1966	6·34	2·28	2·38	23·58	4·17	13·42	4·51	2·97	2·14
1962 1st quarter	3·94	1·51	1·50	15·68	3·17	8·78	3·06	1·87	1·41
2nd quarter	4·04	1·46	1·39	15·71	3·22	8·75	3·06	1·78	1·47
3rd quarter	4·17	1·49	1·36	16·30	3·31	9·05	3·04	1·95	1·60
4th quarter	4·08	1·39	1·38	16·50	3·25	9·22	3·13	1·94	1·66
1963 1st quarter	4·04*	1·44	1·49	16·38	3·27	9·28	3·11	1·97	1·66
2nd quarter	4·21	1·48	1·61	17·74	3·42	10·04	3·27	2·17	1·90
3rd quarter	4·40	1·55	1·74	18·31	3·57	10·40	3·30	2·22	2·05
4th quarter	4·37	1·61	1·90	18·61	3·69	10·51	3·20	2·38	1·99
1964 1st quarter	4·41	1·67	1·98	19·68	3·95	11·07	3·39	2·49	2·03
2nd quarter	4·55	1·75	1·97	19·90	3·93	11·11	3·46	2·51	1·88
3rd quarter	4·72	1·74	1·92	19·96	3·95	11·07	3·74	2·51	1·61
4th quarter	4·86	1·76	2·07	20·49	4·08	11·46	3·97	2·52	1·68
1965 1st quarter	4·75*	1·85	1·98	20·61	3·84	11·51	4·13	2·45	1·72
2nd quarter	5·40	1·93	2·09	21·53	4·04	11·97	4·33	2·51	1·76
3rd quarter	5·21	2·02	2·06	22·21	4·11	12·48	4·49	2·63	1·90
4th quarter	5·90	2·17	2·07	22·81	4·12	13·02	4·54	2·76	1·93
1966 1st quarter	5·99	2·21	2·22	23·28	4·27	13·09	4·58	2·82	2·05
2nd quarter	6·24	2·30	2·30	23·28	4·13†	13·23	4·54	2·92	2·06
3rd quarter	6·61	2·33	2·43	23·86	4·31	13·54	4·46	3·06	2·18
4th quarter	6·64	2·48	2·59	23·86	3·95	13·68	4·47	3·13	2·29
1967 1st quarter	6·68	2·46	2·72	24·11	4·42	13·56	4·25	3·17	2·33
2nd quarter	6·55	2·58	2·85	24·05	4·46	13·40	4·24	2·96	2·35
3rd quarter	6·56	2·55	2·96	24·17	4·36	13·59	4·28	3·11	2·45

(a) Canadian and United States imports are valued f.o.b.
* Significantly affected by a dock strike.
† Significantly affected by the seamen's strike.
Sources: United Kingdom: Board of Trade.
Other countries: O.E.C.D.

Table 5. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages.

US $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1960	2·14 (6·4)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·11 (15·4)
1961	2·24 (4·6)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·83 (5·5)
1962	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965	2·80 (8·2)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·5)	0·95 (10·8)	1·94 (28·2)	20·69 (11·7)
1966	2·98 (6·9)	4·50 (13·2)	1·40 (7·7)	1·99 (8·7)	1·60 (14·3)	1·00 (9·5)	0·76 (11·4)	0·75 (10·6)	4·69 (11·3)	1·20 (26·5)	2·26 (16·3)	23·14 (11·9)
1967 (3-quarters)	3·10 (5·6)	4·73 (8·7)	1·38 (2·7)	2·05 (5·3)	1·72 (9·3)	1·05 (7·1)	0·80 (10·6)	0·76 (5·6)p	5·05 (9·9)	1·42 (24·9)p	2·37 (10·1)	24·76 (8·5)p
1962 1st quarter	2·22	2·79	0·88	1·38	0·85	0·60	0·48	0·48	2·93	0·61	0·90	14·27
2nd quarter	2·32	2·93	0·89	1·33	0·86	0·61	0·53	0·49	3·18	0·65	1·06	14·71
3rd quarter	2·31	2·88	0·83	1·23	0·84	0·59	0·44	0·49	2·83	0·67	1·18	14·96
4th quarter	2·30	3·14	0·89	1·46	0·96	0·65	0·54	0·57	2·98	0·70	1·21	14·74
1963 1st quarter	2·37	2·86	0·86	1·38	0·91	0·61	0·49	0·50	2·87*	0·63	1·01	14·86*
2nd quarter	2·40	3·20	0·99	1·55	0·95	0·69	0·52	0·54	3·30	0·73	1·17	15·89
3rd quarter	2·49	3·25	0·94	1·35	0·98	0·69	0·54	0·52	2·99	0·70	1·29	16·26
4th quarter	2·53	3·60	1·04	1·55	1·05	0·73	0·65	0·63	3·40	0·77	1·44	16·65
1964 1st quarter	2·56	3·43	1·11	1·62	1·03	0·78	0·55	0·55	3·57	0·76	1·17	17·44
2nd quarter	2·56	3·60	1·13	1·65	1·16	0·82	0·65	0·60	3·78	0·87	1·43	18·14
3rd quarter	2·57	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·28
4th quarter	2·65	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·19
1965 1st quarter	2·70	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66*	0·84	1·67	19·64*
2nd quarter	2·70	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·72
3rd quarter	2·85	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·92	2·05	20·87
4th quarter	2·95	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·51
1966 1st quarter	2·92	4·22	1·36	1·93	1·50	0·94	0·73	0·69	4·55	1·08	1·93	22·50
2nd quarter	2·78†	4·38	1·40	2·10	1·65	1·03	0·78	0·74	4·79	1·18	2·17	22·70
3rd quarter	3·10	4·45	1·28	1·82	1·57	0·98	0·66	0·72	4·45	1·15	2·35	23·24
4th quarter	3·18	4·96	1·57	2·11	1·69	1·05	0·88	0·83	4·95	1·40	2·60	24·17
1967 1st quarter	3·21	4·66	1·47	2·08	1·73	1·05	0·78	0·74	5·10	1·38	2·13	24·92
2nd quarter	3·06	4·91	1·46	2·18	1·77	1·08	0·92	0·79	5·34	1·53	2·39	25·08
3rd quarter	3·02	4·62	1·22	1·90	1·66	1·03	0·70	0·74p	4·72	1·41p	2·58	24·35p

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
* Significantly affected by a docks strike in the United States.
† Significantly affected by the seamen's strike.
p Provisional.
Sources: United Kingdom and Total: Board of Trade.
United States: Publication of the U.S. Department of Commerce.
Other countries: O.E.C.D.

Revised series

Several of the series shown in the tables differ from those published in previous articles. The seasonally adjusted figures of industrial countries' imports and exports (but not those of exports of manufactures) in Table 1 and in the new Table 2 are now taken from the OECD publication *Main Economic Indicators* instead of being built up from other sources and seasonally adjusted by the Board of Trade. As a result, there are various minor differences of coverage. Consequential changes have been made to the figures of world exports and world imports, which now appear in Table 2 instead of in Table 1. A direction analysis of industrial countries' imports is now given in Table 1, distinguishing imports from other industrial countries from imports from primary producers.

As hitherto, the seasonally adjusted index numbers of industrial production shown in Table 6 are taken from *Main Economic Indicators*. As in that publication they have now been re-based on the year 1963.

Definitions

In this article the *industrial countries* comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, and the People's Republic of China are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

Manufactures are the products defined by Sections 5 to 8 inclusive of the SITC. The *main manufacturing countries* are the 12 countries shown in Table 5. In 1965 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

Some of the exports series in Tables 1 and 5 exclude United States 'special category' exports, for which no destination information was issued in past years by the United States authorities. Many classes of goods were removed from the special category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the special category are estimated to have totalled approximately $1,030 million.

Table 6. Index numbers of industrial production

Seasonally adjusted. 1963 = 100

	Industrial countries	United States	European OECD	United Kingdom	EEC	France	German Federal Republic	Italy	Japan
1960	86	88	87	95	84	85	87	76	70
1961	89	88	91	95	90	90	92	84	84
1962	95	95	95	96	95	96	96	92	91
1963	100	100	100	100	100	100	100	100	100
1964	107	106	107	107	107	108	108	101	117
1965	115	115	112	110	111	109	115	106	123
1966	123	126	117	112	117	117	116	118	137
1962 1st quarter	93	94	94	95	93	94	94	90	91
2nd quarter	95	95	95	96	94	95	96	91	91
3rd quarter	96	96	96	97	96	96	98	92	91
4th quarter	96	96	97	96	97	97	98	95	90
1963 1st quarter	96	97	96	96	95	93	96	96	93
2nd quarter	100	100	100	98	100	100	100	100	97
3rd quarter	101	101	102	101	102	102	101	102	103
4th quarter	103	102	104	104	104	104	103	103	108
1964 1st quarter	105	104	106	106	106	107	106	104	113
2nd quarter	107	106	107	106	106	108	107	101	116
3rd quarter	108	103	107	107	107	107	109	99	119
4th quarter	110	109	109	109	108	107	112	101	121
1965 1st quarter	112	113	110	110	109	106	114	101	122
2nd quarter	114	114	111	110	111	108	115	105	122
3rd quarter	115	116	112	110	111	110	114	107	123
4th quarter	117	118	114	111	114	113	116	110	123
1966 1st quarter	121	123	116	113	116	114	115	114	128
2nd quarter	122	125	117	112	117	116	118	117	134
3rd quarter	124	127	117	112	117	119	116	120	140
4th quarter	125	128	117	109	117	119	114	122	147
1967 1st quarter	124	126	117	110	117	119	112	126	153
2nd quarter	124	125	117	110	117	118	111	129	160
3rd quarter	126	127	118	110	118	120	114	125	166

Source: O.E.C.D.

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Industry's capital expenditure in the fourth quarter of 1967

PROVISIONAL ESTIMATES

PROVISIONAL ESTIMATES of private industry's capital expenditure record a fall of about 7 per cent to a level of £533 million (at 1958 prices, seasonally adjusted) in the fourth quarter of 1967. These estimates have been calculated a little earlier than usual, resulting in a lower coverage by the sample than is normal at the provisional stage, and they must be regarded with particular caution.

Investment in both the manufacturing sector and the distributive and service trades was lower, while investment by the shipping industry showed no change from the third quarter level. Expenditure on each of the three assets (buildings, vehicles, machinery) was lower, that on plant and machinery showing the sharpest fall.

For the year as a whole industry's investment was 3 per cent lower than in 1966. Expenditure by manufacturing industry is provisionally estimated to have been 7 per cent lower than in 1966 (about the same as forecast in October 1966); expenditure by distributive and service industries was one per cent lower; while the shipping industry recorded a sizeable increase of 26 per cent, very largely brought about by the exceptionally high figures in the first half of the year.

Revised estimates for the fourth quarter of 1967 and details of separate industry groups, taking account of late returns, will be published in the *Board of Trade Journal* next month.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

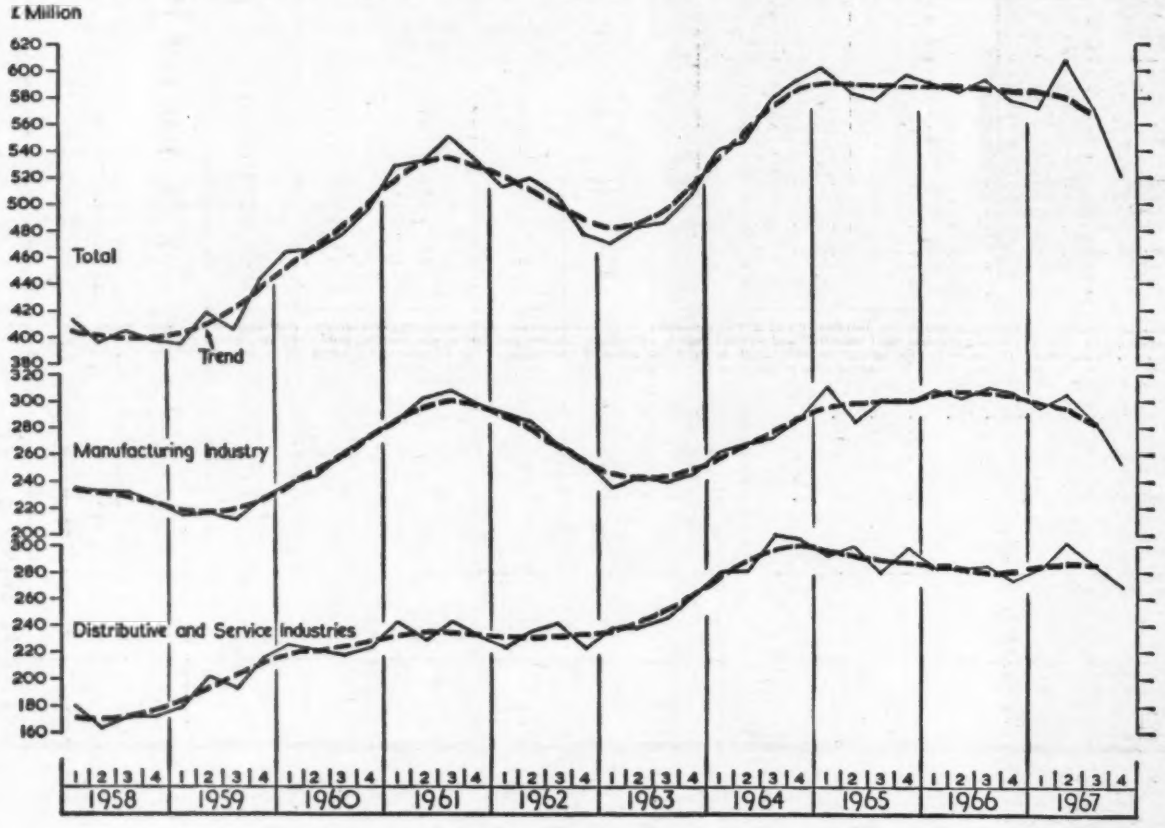

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Table 1—Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS			Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industries (b)	Distributive and Service industries (excluding Shipping) (c)	Shipping Industry		New Building Work	Vehicles	Plant Machinery
1958	922	541	147	1,610	451	360	799
1959	871	631	161	1,663	460	403	800
1960	1,016	732	158	1,906	548	458	903
1961	1,195	822	126	2,143	648	435	1,060
1962	1,098	819	104	2,021	645	386	990
1963	964	902	85	1,951	602	418	933
1964	1,092	1,046	129	2,267	672	528	1,067
1965	1,203	1,065	101	2,369	703	509	1,158
1966	1,233	1,023	98	2,354	668	508	1,179
1967	1,150	1,015	124	2,289	611	536	1,142
1961 1st quarter	286	203	39	528	154	118	256
2nd quarter	302	203	26	531	163	103	265
3rd quarter	308	212	32	552	163	115	274
4th quarter	299	204	29	532	168	99	265
1962 1st quarter	291	198	25	514	166	95	255
2nd quarter	284	202	33	519	164	101	254
3rd quarter	267	218	23	508	169	97	242
4th quarter	256	201	23	480	145	94	239
1963 1st quarter	235	215	23	473	148	97	228
2nd quarter	244	221	18	483	151	100	233
3rd quarter	240	225	22	487	149	105	234
4th quarter	245	241	22	508	154	116	238
1964 1st quarter	262	252	28	542	158	125	258
2nd quarter	269	253	29	551	163	126	262
3rd quarter	272	270	38	580	173	141	267
4th quarter	289	271	34	594	178	136	280
1965 1st quarter	312	275	17	604	186	120	296
2nd quarter	287	266	33	586	176	135	278
3rd quarter	302	256	23	581	171	121	289
4th quarter	302	269	28	599	170	133	297
1966 1st quarter	310	258	24	592	169	125	296
2nd quarter	304	258	24	586	165	128	293
3rd quarter	311	257	27	595	167	131	297
4th quarter	307	251	23	581	168	123	292
1967 1st quarter	293	249	33	575	157	129	288
2nd quarter	307	261	41	609	161	144	303
3rd quarter	287	261	25	573	149	133	291
4th quarter	264	244	25	533	144	130	260

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2—Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (excluding Shipping) (c)	Shipping Industry	Total
1958	922	541	147	1,610
1959	867	621	161	1,649
1960	1,021	718	162	1,901
1961	1,239	821	132	2,192
1962	1,168	844	107	2,119
1963	1,044	936	84	2,064
1964	1,216	1,107	123	2,446
1965	1,401	1,162	100	2,663
1966	1,495	1,141	99	2,735
1967	1,398	1,143	126	2,667
1961 1st quarter	273	200	38	511
2nd quarter	304	202	25	531
3rd quarter	331	204	31	566
4th quarter	331	215	38	584
1962 1st quarter	286	199	25	510
2nd quarter	294	207	31	532
3rd quarter	290	219	22	531
4th quarter	298	219	29	546
1963 1st quarter	237	219	22	478
2nd quarter	260	226	15	501
3rd quarter	261	227	22	510
4th quarter	286	264	25	575
1964 1st quarter	268	260	23	551
2nd quarter	295	264	25	584
3rd quarter	303	277	33	613
4th quarter	350	306	42	698

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (excluding Shipping) (c)	Shipping Industry	Total
1965 1st quarter	333	291	15	639
2nd quarter	329	285	30	644
3rd quarter	352	270	21	643
4th quarter	387	315	35	737
1966 1st quarter	355	284	21	660
2nd quarter	355	283	22	660
3rd quarter	375	273	26	674
4th quarter	410	300	30	740
1967 1st quarter	345	279	29	653
2nd quarter	360	290	41	691
3rd quarter	342	281	24	647
4th quarter	351	293	32	676

Notes relating to Tables 1 and 2.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

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Industry's stocks in the fourth quarter, 1967

PROVISIONAL ESTIMATES

PROVISIONAL ESTIMATES suggest that industry's stocks fell during the fourth quarter of 1967 by about £32 million, at 1958 prices, seasonally adjusted. These estimates must be regarded with particular caution, partly because they were made a little earlier than usual resulting in a lower coverage by the sample than is normal at the provisional stage; partly because of the difficulties (explained below) of estimating for this quarter the effect of changes in the prices underlying the book values reported.

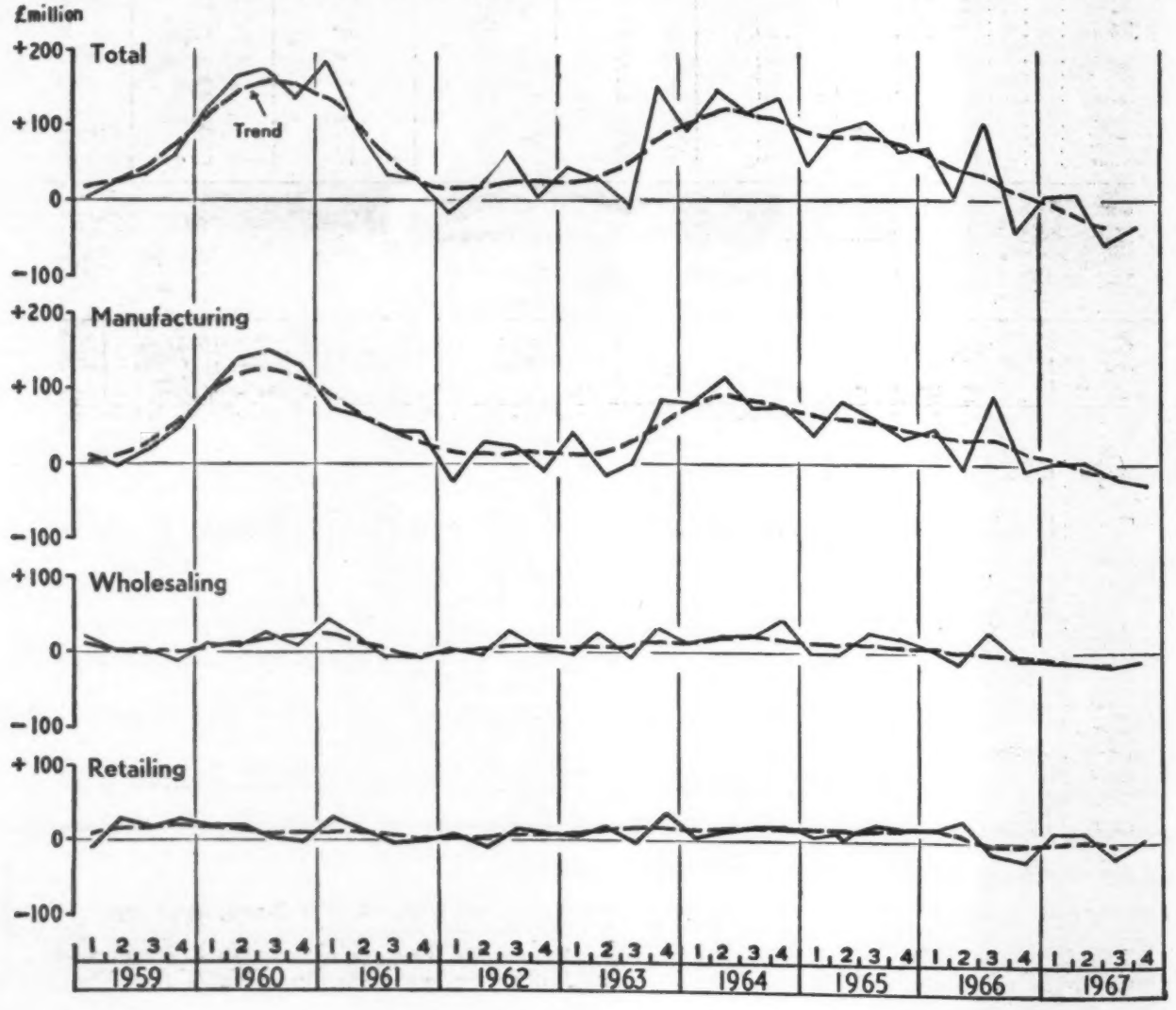
There were small reductions in manufacturers' and wholesalers' stocks during the quarter, while retailers' stocks were virtually unchanged. The fall in manufacturers' stocks was accounted for by reductions of stocks of materials and finished goods, while work in progress increased.

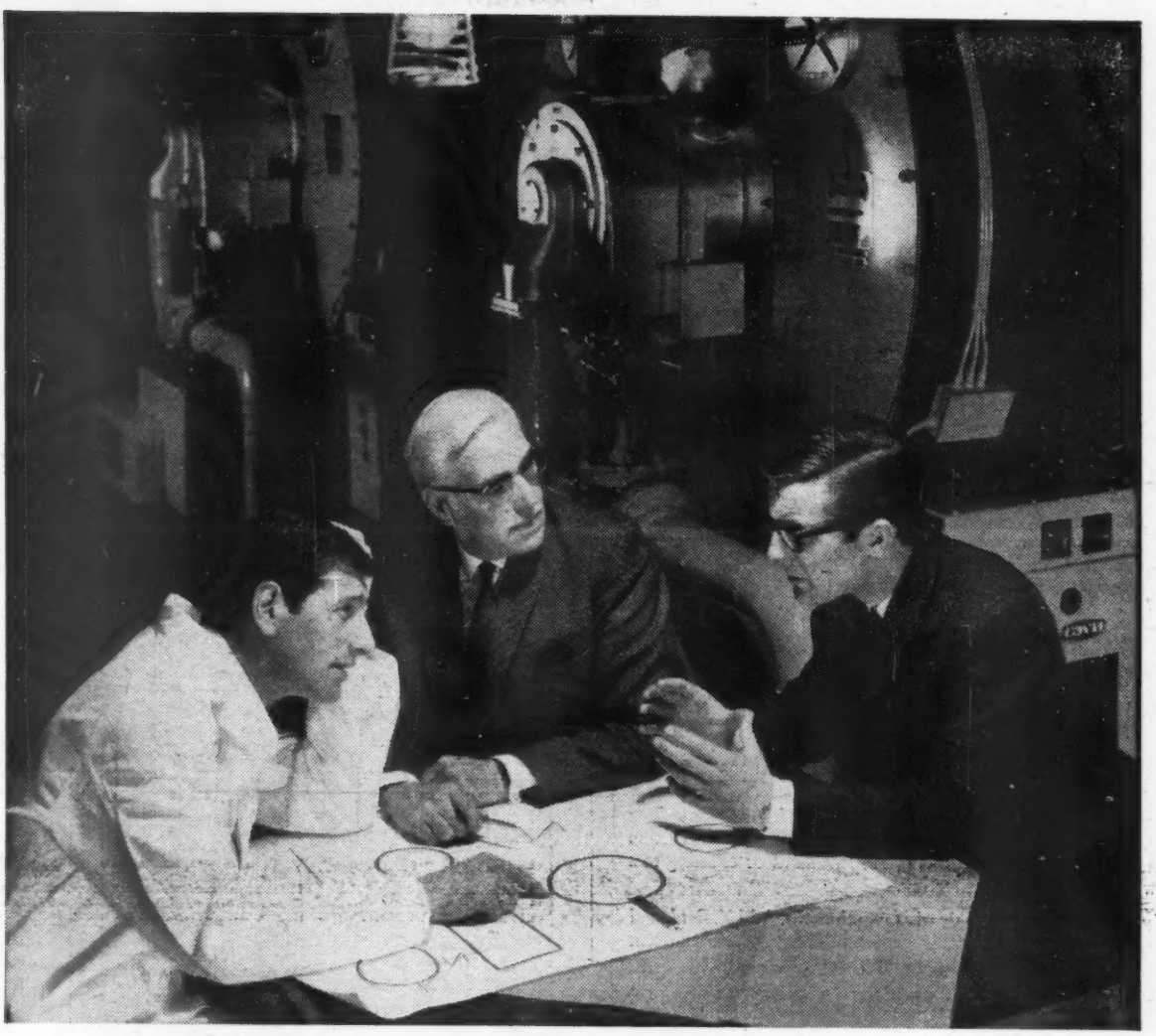
For 1967 as a whole, both manufacturers and wholesalers showed falls in stocks. This is the first time for many years that a fall in stocks over the year as a whole has been recorded for manufacturing industry, though there was negligible stockbuilding in 1962; in wholesaling there was negligible stockbuilding in 1966 and in 1958/59.

Reference was made above to difficulties in determining stock appreciation. In the fourth quarter of last year, prices of much of industry's materials rose substantially as a result of devaluation; and there was a sharp increase in the price of copper. Firms' stock valuation would not have fully reflected these price increases and inquiries were made among a number of major stock-holders to assess the effect of price increases on stock valuations. As a result of these inquiries the price index numbers which are normally used for estimating stock appreciation and the change in the volume of stocks were adjusted, for manufacturers' stocks but not for wholesalers' stocks. Inquiries are continuing in an attempt to improve the information used, particularly as it is likely to be a few months before the effect of price changes following devaluation are absorbed in firms' accounts. (An article on the problems of estimating stock appreciation and change in the volume of stocks appeared in *Economic Trends* for August 1960.)

(*Tables continued on page* 691)

Changes in industry's stocks at 1958 prices seasonally adjusted





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Programme of TRADE PROMOTIONS, 1968-69

This supplement to the *Board of Trade Journal* is published every four months; amendments and additions are given in the first issue of each interim month.

Section I lists the events over the next two years for which the Board of Trade support is already being planned. The information is necessarily brief, but further details may be obtained from the officer named against the event. (Tel. 01-222 7877, except where otherwise shown).

Section II (Europe), Section III (outside Europe) and Section IV (United Kingdom) list some of the regular trade fairs.

Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations or other non-profit-making bodies and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

SECTION I

Overseas Fairs, British Weeks and Store Promotions taking place with Board of Trade assistance

(a) General Fairs—Page i
(b) Specialized Fairs—Page ii
(c) British Weeks and Store Promotions—Page xv

(a) General Fairs

1968

Tripoli (Libya): INTERNATIONAL TRADE FAIR – February 28-March 20, 1968
The Board of Trade is organizing a British Pavilion.
(Miss G. Adams, Ext. 2788)

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – March 3-7, 1968
Joint ventures with:
(1) Pianoforte Manufacturers' Association (11 firms)
(2) British Stationery and Office Equipment Association (19 firms)
(3) Federation of British Carpet Manufacturers (20 firms)
(4) Association of Musical Instrument Industries (17 firms)
(5) British Jewellers' Association (9 firms)
(Mr. R. M. D. Ure, Ext. 2436)

Utrecht: INTERNATIONAL SPRING FAIR – March 4-12, 1968
A joint venture with the Federation of British Hand Tool Manufacturers (5 firms).
(Mr. T. E. Kerfoot, Ext. 3071)

Cagliari: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 9-24, 1968
An official information stand manned by representatives of the British Vice-Consulate at Cagliari.
(Miss F. King, Ext. 2782)

Lyons: INTERNATIONAL TRADE FAIR – March 23-April 1, 1968
An official information stand and joint ventures with:
(1) Business Equipment Trade Association (9 firms)
(2) Hardware Manufacturers' Association (8 firms)
(3) London Chamber of Commerce (20 firms)
The Board of Trade is also organizing, in conjunction with the BNEC Export Council for Europe, a display of consumer and consumer-durable goods (25 firms).
(Mr. A. G. Pearson, Ext. 2398)

Johannesburg: RAND EASTER SHOW – April 2-15, 1968
Joint ventures devoted to the theme of 'Leisure', with the following trade associations:
(1) The British Toy Manufacturers' Association (25 firms)
(2) The Association of Musical Instrument Industries (4 firms)
(3) The Hardware Manufacturers' Association (5 firms)
(Miss G. Adams, Ext. 2788)

Osaka: INTERNATIONAL TRADE FAIR – April 9-29, 1968
Joint venture with the London Chamber of Commerce (11 firms).
(Mrs. I. M. Janzen, Ext. 2489)

Milan: INTERNATIONAL SAMPLES FAIR – April 14-25, 1968
An official information stand manned by representatives of the British Consulate-General at Milan and a joint venture with the Jewellery Trade Centre Export Group.
(Miss F. King, Ext. 2782)

Brussels: INTERNATIONAL TRADE FAIR – April 20-May 1, 1968
An official information stand manned by representatives of the British Embassy at Brussels.
(Mr. A. G. Pearson, Ext. 2398)

Lille: INTERNATIONAL TRADE FAIR – April 26-May 6, 1968
An official information stand manned by representatives of the British Consulate-General at Lille.
(Mr. A. G. Pearson, Ext. 2398)

Hanover: HANOVER FAIR – April 27-May 5, 1968
Official information office and joint ventures with:
(1) Business Equipment Trade Association (14 firms)
(2) Electric Light Fittings Association (6 firms)
(3) British Stationery and Office Equipment Association (6 firms)
(4) British Electrical and Allied Manufacturers' Association (13 firms)
(5) British Pottery Manufacturers' Federation (8 firms)
(6) British Internal Combustion Engine Manufacturers' Association (11 firms)
(7) The Jewellery Trade Centre Export Group (5 firms).
(Mr. P. R. Clay, Ext. 3559)

Gothenburg: SWEDISH TRADE FAIR – May 10-19, 1968
A joint venture with the Northern Ireland Chamber of Commerce and Industry.
(Mr. R. J. Ager, Ext. 2783)

Budapest: INTERNATIONAL TRADE FAIR – May 17-27, 1968
The Board of Trade is organizing a British Pavilion.
(Mr. J. Gallacher, Ext. 3558)

Luxembourg: INTERNATIONAL TRADE FAIR – May 23-June 2, 1968
An official information stand manned by representatives of the British Embassy at Luxembourg.
(Mr. A. G. Pearson, Ext. 2398)

Padua: INTERNATIONAL SAMPLES FAIR – May 31-June 13, 1968
An official information stand.
(Miss F. King, Ext. 2782)

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-15, 1968
An official information stand.
(Mr. T. E. Kerfoot, Ext. 3071)

Tel-Aviv: INTERNATIONAL TRADE FAIR – June 4-22, 1968
The Board of Trade is organizing the British Pavilion at the Fair.
(Mr. J. Gallacher, Ext. 3558)

Poznan: INTERNATIONAL TRADE FAIR – June 9-23, 1968
The Board of Trade is organizing a British Pavilion.
(Mr. J. Gallacher, Ext. 3558)

Lisbon: INTERNATIONAL TRADE FAIR – June 9-23, 1968
A trade information stand manned by the British Portuguese Chamber of Commerce and the London Chamber of Commerce.
(Miss F. King, Ext. 2782)

Bogota: INTERNATIONAL TRADE FAIR – August 1-18, 1968
Possible British Pavilion, organized by Board of Trade.
(Mrs. I. M. Janzen, Ext. 2489)

Auckland: INTERNATIONAL TRADE FAIR – August 20-September 6, 1968
A possible British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

Izmir: INTERNATIONAL FAIR – August 20-September 20, 1968
A British Pavilion organized by the British Chamber of Commerce of Turkey.
(Mr. R. I. Morgan, Ext. 2785)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 8-15, 1968
A joint venture with the Birmingham Engineering & Building Centre. Firms interested in participation should contact the Centre.
(Miss F. King, Ext. 2782)

Brno: INTERNATIONAL TRADE FAIR – September 8-17, 1968
Probable joint ventures with:
(1) Scientific Instrument Manufacturers' Association.
(2) Gauge and Tool Makers' Association.
(3) Federation of Manufacturers of Construction Equipment.
(4) Business Equipment Trade Association.
Firms interested in participation should contact their associations immediately.
(Mr. J. Gallacher, Ext. 3558)

Bari: INTERNATIONAL LEVANT FAIR – September 10-23, 1968
An official information stand manned by representatives of the British Consulate at Bari.
(Miss F. King, Ext. 2782)

Zagreb: INTERNATIONAL AUTUMN FAIR – September 12-22, 1968
The Board of Trade will organize a British Pavilion at this Fair.
(Mr. J. Gallacher, Ext. 3558)

Helsinki: INTERNATIONAL TRADE FAIR – September 19-29, 1968
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mr. A. G. Pearson, Ext. 2398)

Plovdiv: XXIV INTERNATIONAL FAIR – September 22-October 1, 1968
The Board of Trade will organize a British Pavilion at this event.
(Mr. R. I. Morgan, Ext. 2785)

Surinam: INTERNATIONAL TRADE FAIR – September/October, 1968
A possible Official Information Stand.
(Mrs. I. M. Janzen, Ext. 2489)

Metz: INTERNATIONAL AUTUMN FAIR – October 2-13, 1968
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Bucharest: BRITISH INDUSTRIAL EXHIBITION – October 17-27, 1968
Inquiries about this All-British Exhibition, sponsored by the East European Trade Council, should be addressed to British Overseas Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

Copenhagen: INTERNATIONAL TRADE FAIR – October 18-27, 1968
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

1969

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 23-27, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436)

Utrecht: INTERNATIONAL SPRING FAIR – March 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Sao Paulo: PROPOSED BRITISH INDUSTRIAL EXHIBITION – March 1969
Inquiries about the proposed British participation in this event should be addressed to British Overseas Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

Lyons: INTERNATIONAL TRADE FAIR – March 22-31, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Milan: INTERNATIONAL SAMPLES FAIR – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Hanover: HANOVER FAIR – April 26-May 4, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

(b) Specialized Fairs

Agriculture, Forestry, Fishing and Agricultural Machinery

1968

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 5-10, 1968
A joint venture with the Agricultural Engineers' Association
(Mr. R. J. Ager, Ext. 2783)

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 10-19, 1968
A joint venture with the British Agricultural Export Council (13 firms).
(Miss F. King, Ext. 2782)

Esbjerg: BRITISH AGRICULTURAL EXHIBITION – April 24-28, 1968
The Board of Trade, in consultation with the Export Council for Europe, the British Embassy, Copenhagen, and the British Agricultural Export Council are organizing a British Agricultural Exhibition as part of the Anglo-Danish Trade Drive, 1968 (19 firms).
(Mrs. I. M. Janzen, Ext. 2489)

Esbjerg: 6TH INTERNATIONAL FISHERIES TRADE FAIR – April 24-May 5, 1968
Joint venture with the British Marine Equipment Council (9 firms).
(Mrs. I. M. Janzen, Ext. 2489)

Novi-Sad: 35TH INTERNATIONAL AGRICULTURAL FAIR – May 11-20, 1968
A joint venture with the Agricultural Engineers' Association Ltd. Firms interested in participation should contact the Association.
(Mr. J. Gallacher, Ext. 3558)

Munich: INTERNATIONAL AGRICULTURAL SHOW (DLG) – May 19-26, 1968
A joint venture with the Agricultural Engineers' Association Ltd. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559)

Madrid: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO) – May 21-June 21, 1968
A joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council immediately.
(Miss F. King, Ext. 2782)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May 30-June 9, 1968
A joint venture with the Rural Industries Bureau.
(Mr. R. J. Ager, Ext. 2783)

Santarem: RIBATEJO AGRICULTURAL FAIR – June 2-16, 1968
A joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Leningrad: MODERN MACHINERY AND EQUIPMENT OF FISH AND SEA PRODUCTS CATCHING AND PROCESSING (INRYBPROM '68) – August 6-20, 1968
Joint ventures with:
(1) The British Marine Equipment Council
(2) The British Internal Combustion Engine Manufacturers' Association
(Mr. R. I. Morgan, Ext. 2785)

Nairobi: AGRICULTURAL SHOW – October 1-5, 1968
Possible joint venture with the British Agricultural Export Council.
(Miss G. Adams, Ext. 2788)

Boston: AMERICAN COMMERCIAL FISH EXPOSITION – October 16-19, 1968
Possible joint venture with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

1969

Berlin: INTERNATIONAL GREEN WEEK – January 24-February 2, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May/June 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Frankfurt: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27, 1969
A probable joint venture with the Dairy Engineering Association. Firms interested in participation should contact the Association.
(Mr. R. M. D. Ure, Ext. 2436)

Aircraft and Aeronautical Equipment

1968

Hanover: INTERNATIONAL AIR SHOW – April 26-May 5, 1968
A joint venture with the Society of British Aerospace Companies. Firms interested in participation should contact the Society immediately.
(Mr. R. M. D. Ure, Ext. 2436)

Turin: INTERNATIONAL AERONAUTICAL EXHIBITION – June 4-13, 1968
A joint venture with the Society of British Aerospace Companies. Firms interested in participation should contact the Society.
(Miss F. King, Ext. 2782)

Tokyo: AEROSPACE SHOW – October 10-13, 1968
An official information stand.
(Mrs. I. M. Janzen, Ext. 2489)

1969

Paris: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – June 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Books and Periodicals

1968

Paris: INTERNATIONAL EXHIBITION OF SCIENTIFIC AND TECHNICAL BOOKS – April 25-29, 1968
A trade information stand manned by the Book Development Council.
(Mr. R. J. Ager, Ext. 2783)

Bologna: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 27-May 1, 1968
A trade information stand manned by the Book Development Council.
(Miss F. King, Ext. 2782)

Warsaw: INTERNATIONAL BOOK FAIR – May 19-26, 1968
A probable joint venture with the Publishers' Association. Firms interested in participation should contact the Association.
(Mr. J. Gallacher, Ext. 3558)

Frankfurt: INTERNATIONAL BOOK FAIR – September 19-24, 1968
A joint venture with the Publishers' Association. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559)

1969

Frankfurt: INTERNATIONAL BOOK FAIR – September/October 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Building and Public Works

1968

Zagreb: INTERNATIONAL SPRING FAIR (IV INTERNATIONAL BUILDING FAIR) – April 13-21, 1968
A joint venture with the Building Materials Export Group.
(Mr. J. Gallacher, Ext. 3558)

Moscow: MUNICIPAL SERVICE AND DOMESTIC EQUIPMENT EXHIBITION (INTERBYTMASH '68) – May 21-June 4, 1968
The Board of Trade will be organizing a British Pavilion at this event.
(Mr. R. I. Morgan, Ext. 2785)

Kumasi (Ghana): ROAD EQUIPMENT EXHIBITION – July 1968
Possible joint venture with appropriate trade associations.
(Miss G. Adams, Ext. 2788)

Malmo: 50TH INTERNATIONAL SKANEMASSAN (BYGG-MAII) SPECIAL SECTION FOR THE BUILDING INDUSTRY – August 16-25, 1968
A joint venture with the Building Materials Export Group. Firms interested in participation should contact the Group.
(Mr. R. J. Ager, Ext. 2783)

Johannesburg: SOUTH AFRICAN BUILDING EXHIBITION – August 21-29, 1968
Probable joint venture with the Building Materials Export Group. Firms interested in participation should contact the Group.
(Miss G. Adams, Ext. 2788)

BASLE INTERNATIONAL TRADE FAIR CALENDAR

20-30 April 1968
52nd SWISS INDUSTRIES FAIR

Swiss Products for Export

1968

IPHARMEX 68 13-17 June
International Apothecary Exhibition

INTERFEREX 68 1-3 September
5th International Trade Fair for Hardware, Tools and Household goods

ILMAC 68 9-14 September
4th International Exhibition of Laboratory, Chemical Engineering, Measurements and Automation techniques in Chemistry.
2nd Swiss Chemical Convention

HOLZ 68 28 September-5 October
Trade Fair for Woodworking Machinery and Equipment.

FAWEM 68 15-24 November,
1st Trade Fair for Machine Tools and Equipment

1969

INEL 69 4-8 March
4th International Exhibition of Industrial Electronics

PRO AQUA 69 29 May-4th June
4th International Exhibition, Water, Wastes, Air

NUCLEX 69 6-11 October
2nd International Nuclear Industries Fair

IGEHO 69 November
3rd International Hotel and Catering Exhibition

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Switzerland.
Tel: 32 38 50, Telex 62 665 Fairs Basel.

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Please send further information on.....(name of fair)

Name of Company.....

Address & Telephone No. .....

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Contact .....

Interested as Exhibitor/Visitor.

Bologna: INTERNATIONAL BUILDING INDUSTRIALIZATION EXHIBITION – October 5-13, 1968
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Group.
(Miss F. King, Ext. 2782)

Seattle: CONVENTION OF THE PRE-STRESSED CONCRETE INSTITUTE – October 6-10, 1968
Possible joint venture with the Concrete Society. Firms interested in participation should contact the Society.
(Miss G. Adams, Ext. 2788)

1969

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January/February 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Paris: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Chemical and Allied Industries including Plastics

1968

Zagreb: INTERNATIONAL SPRING FAIR (INTERNATIONAL PLASTICS AND PACKAGING FAIR) – April 13-21, 1968
A joint venture with the London Chamber of Commerce.
(Mr. J. Gallacher, Ext. 3558)

Munich: INTERNATIONAL TRADE EXHIBITION AND CONGRESS FOR BIOCHEMICAL ANALYSIS (ANALYTICA) – April 29-May 2, 1968
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mr. R. M. D. Ure, Ext. 2436)

Oyonnax: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May 15-21, 1968
A joint venture with the London Chamber of Commerce (10 firms).
(Mr. A. G. Pearson, Ext. 2398)

Paris: INTERNATIONAL CHEMICAL EXHIBITION – May 24-June 1, 1968
An information stand organized by the Ministry of Technology and joint ventures with:
(1) British Laboratory Ware Association
(2) Scientific Instrument Manufacturers' Association
(Mr. R. J. Ager, Ext. 2783)

Milan: INTERNATIONAL PLASTICS EXHIBITION (PLAST) – October 5-13, 1968
A joint venture with the British Plastics Federation.
(Miss F. King, Ext. 2782)

1969

Nice: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June 24-28, 1969
A joint venture with the British Aerosol Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. A. G. Pearson, Ext. 2398)

Clothing and Footwear

1968

New York: DISPLAY OF WOMENSWEAR – March 16-28, 1968
A joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786)

Copenhagen: COPENHAGEN FASHION FAIR – March 24-27, 1968
A joint venture with the Clothing Export Council (71 firms).
(Mrs. I. M. Janzen, Ext. 2489)

Vienna: LADIES' FASHION SHOW – March 28-31, 1968
A joint venture with the Clothing Export Council.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – March 29-31, 1968
Joint ventures with:
(1) The Junior Fashion Export Group
(2) The British Nursery Goods Association
(3) The Clothing Export Council
(Mr. J. A. Swinton, Ext. 2777)

Toronto: DISPLAY OF BRITISH WOMENSWEAR – March 29-April 4, 1968
A joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 2788).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – March 30-April 1, 1968
Joint venture with the British Footwear Manufacturers' Federation.
(Mr. S. Bickel, Ext. 2011)

New York: NATIONAL SHOE FAIR – March 31-April 3, 1968
A joint venture with the British Footwear Manufacturers' Federation (15 firms).
(Mr. A. F. Fenton, Ext. 2786)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 31-April 3, 1968
A joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786)

Munich: FASHION WEEK – March 31-April 4, 1968
Joint venture with the Clothing Export Council (21 firms).
(Mr. P. R. Clay, Ext. 3559)

Montreal: DISPLAY OF BRITISH WOMENSWEAR – April 5-12, 1968
A joint venture with the Clothing Export Council (20 firms).
(Miss G. Adams, Ext. 2788)

New York: DISPLAY OF BRITISH WOMENSWEAR – April 12-26, 1968
A joint venture with the Clothing Export Council (14 firms).
(Mr. A. F. Fenton, Ext. 2786)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 20-25, 1968
A joint venture with the Clothing Export Council.
(Mr. R. J. Ager, Ext. 2783)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – May 5-9, 1968
A joint venture with the Clothing Export Council (19 firms).
(Mr. S. Bickel, Ext. 2011)

Wiesbaden: INTERNATIONAL MILLINERY FAIR (INTERHUT) – May 26-28, 1968
An information stand organized by the London Wholesale Millinery Manufacturers' Association.
(Mr. S. Bickel, Ext. 2011)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 23-25, 1968
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. J. A. Swinton, Ext. 2777)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 15-18, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Cologne: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 19-22, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 21-23, 1968
A probable joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. S. Bickel, Ext. 2011)

Chicago: NATIONAL SHOE FAIR – October 6-9, 1968
Probable joint venture with the British Footwear Manufacturers' Federation.
(Mr. A. F. Fenton, Ext. 2786)

Munich: FASHION WEEK – October 6-10, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 11-13, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Vienna: LADIES' FASHION SHOW – October 13-16, 1968
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Berlin: FASHION WEEK – October 14-25, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 27-31, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 9-14, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

New York: NATIONAL SHOE FAIR – November 24-26, 1968
A probable joint venture with the British Footwear Manufacturers' Federation.
(Mr. A. F. Fenton, Ext. 2786)

Wiesbaden: INTERNATIONAL MILLINERY FAIR (INTERHUT) – December 1-3, 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

1969

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Munich: FASHION WEEK – March 23-27, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Berlin: FASHION WEEK – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Vienna: LADIES' FASHION SHOW – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Cologne: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Munich: FASHION WEEK – October 5-9, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Berlin: FASHION WEEK – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Vienna: LADIES' FASHION SHOW – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Display and Shop Equipment

1968

Düsseldorf: EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY (EUROSHOP) – May 18-22, 1968
A joint venture with the National Display Equipment Association (24 firms).
(Mr. S. Bickel, Ext. 2011)

Engineering, Radio and Electrical Goods

1968

Paris: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 2-17, 1968
A joint venture with the British Electrical and Allied Manufacturers' Association.
(Mr. R. J. Ager, Ext. 2783)

Los Angeles: WESTERN METAL AND TOOL EXPOSITION (WESTEC) – March 11-15, 1968
A joint venture with the Machine Tool Trades Association (21 firms).
(Miss G. Adams, Ext. 2788)

Washington: ASME GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 17-21, 1968
A joint venture with the British Electrical & Allied Manufacturers' Association (11 firms).
(Miss G. Adams, Ext. 2788)

New York: INSTITUTE OF ELECTRICAL AND ELECTRONIC ENGINEERING EXHIBITION – March 18-21, 1968
A joint venture with the Electronic Engineers' Association (9 firms).
(Mr. A. F. Fenton, Ext. 2786)

Philadelphia: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 25-28, 1968
A joint venture with the London Chamber of Commerce (7 firms).
(Miss G. Adams, Ext. 2788)

Chicago: 49TH AMERICAN WELDING SOCIETY SHOW – April 1-5, 1968
A joint venture with the British Welding Research Association (6 firms).
(Mr. A. F. Fenton, Ext. 2786)

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – April 1-6, 1968
Joint ventures with:
(1) The Radio and Electronic Component Manufacturers' Federation
(2) The Electronic Valve and Semi-Conductor Manufacturers' Association
(Mr. R. J. Ager, Ext. 2783)

Zagreb/Ljubljana: BRITISH ENGINEERING DAYS – April 2-5, 1968
A probable joint venture with the London Chamber of Commerce and the British Mechanical Engineering Federation.
(Mr. J. Gallacher, Ext. 3558)

Belgrade: BRITISH ENGINEERING DAYS – April 8-11, 1968
A probable joint venture with the London Chamber of Commerce and the British Mechanical Engineering Federation.
(Mr. J. Gallacher, Ext. 3558)

Malmo: MEKANIK '68 – April 19-23, 1968
A joint venture with the London Chamber of Commerce.
(Mr. R. J. Ager, Ext. 2783)

Philadelphia: TOOL EXPOSITION (ASTME) – April 29-May 3, 1968
Joint venture with the Machine Tool Trades' Association (16 firms).
(Miss G. Adams, Ext. 2788)

Stockholm: TRANSPORT '68 – May 9-14, 1968
A joint venture with the Birmingham Engineering and Building Centre.
(Mr. R. J. Ager, Ext. 2783)

Utrecht: ENGINEERING EXHIBITION (TECHNISHOW) – May 9-18, 1968
A joint venture with the London Chamber of Commerce.
(Mr. T. E. Kerfoot, Ext. 3071)

Rotterdam: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – May 20-24, 1968
A joint venture with the Council of British Manufacturers of Petroleum Equipment.
(Mr. T. E. Kerfoot, Ext. 3071)

Moscow: MUNICIPAL SERVICE AND DOMESTIC EQUIPMENT EXHIBITION (INTERBYTMASH '68) – May 21-June 4, 1968
The Board of Trade will be organizing a British Pavilion at this event.
(Mr. R. I. Morgan, Ext. 2785)

Montreal: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-31, 1968
Possible joint venture with the Federation of British Hand Tool Manufacturers. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

San Francisco: MICROWAVE EXPOSITION – June 4-6, 1968
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Copenhagen: BRITISH ENGINEERING EXHIBITION – June 10-14, 1968
This Exhibition is being organized jointly by the British Mechanical Engineering Federation, British Electrical and Allied Manufacturers' Association and London Chamber of Commerce, in conjunction with the Board of Trade as a joint venture. Firms interested in participation should contact one of the associations.
(Mrs. I. M. Janzen, Ext. 2489)

Düsseldorf: INTERNATIONAL FOUNDRY TRADE FAIR (GIFA) – June 20-26, 1968
A joint venture with the Foundry Trades Equipment and Supplies Association Ltd. (20 firms).
(Mr. S. Bickel, Ext. 2011)

Los Angeles: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 20-23, 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Düsseldorf: INTERNATIONAL HI-FI EXHIBITION – August 30-September 3, 1968
A probable joint venture with the Federation of British Audio. Firms interested in participation should contact the Federation.
(Mr. J. A. Swinton, Ext. 2777)

Tokyo: ELECTRONICS SHOW – September 17-23, 1968
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489)

Copenhagen: INTERNATIONAL TECHNICAL FAIR (ITEM '68) – September 24-29, 1968
A joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association immediately.
(Mr. A. G. Pearson, Ext. 2398)

Copenhagen: INTERNATIONAL ELECTRONICS AUTOMATION AND INSTRUMENTS EXHIBITION – September 27-October 4, 1968
A joint venture with the Technical Marketing Association and a possible joint venture with the British Electrical and Allied Manufacturers' Association.
(Mr. A. G. Pearson, Ext. 2398)

Tokyo: INTERNATIONAL MACHINE TOOL FAIR – October 2-13, 1968
A possible joint venture with the Machine Tool Trades Association Inc. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Stockholm: TECHNICAL FAIR – October 4-10, 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Swiss Industries Fair

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Padua: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October 10-15, 1968
A possible joint venture with the Mechanical Handling Engineers' Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

Johannesburg: ELECTRA '68 – ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION – October 16-23, 1968
Probable joint venture with Scientific Instrument Manufacturers' Association and possibly the British Electrical and Allied Manufacturers' Association. Firms interested in participation should contact the associations.
(Miss G. Adams, Ext. 2788)

Washington: WIRE ASSOCIATION ANNUAL CONVENTION AND EXPOSITION – October 21-24, 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

New York: ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 28-31, 1968
Probable joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786)

Amsterdam: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October 28-November 1, 1968
A joint venture with the Radio and Electronic Component Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

Zurich: INTERNATIONAL EXHIBITION FOR OIL HYDRAULICS AND PNEUMATICS – October 31-November 5, 1968
A joint venture with the Association of Hydraulic Equipment Manufacturers Limited. Firms interested in participation should contact the Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Detroit: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 4-7, 1968
Possible joint venture with British Mechanical Engineering Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786)

Munich: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 7-13, 1968
A joint venture with the Radio and Electronic Components Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Mr. R. M. D. Ure, Ext. 2436)

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-11, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786)

1969

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Amsterdam: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Essen: WELDING AND CUTTING FAIR – September 20-28, 1969
A probable joint venture with the British Electrical and Allied Manufacturers' Association (Welding Section). Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559)

Foodstuffs, Food Machinery, Hotel and Catering

1968

Bologna: INTERNATIONAL FOODSTUFFS EXHIBITION – March 30-April 5, 1968
A trade information stand manned by the Scotch Whisky Association.
(Miss F. King, Ext. 2782)

Zagreb: INTERNATIONAL SPRING FAIR (EXHIBITION OF CATERING, HOTEL AND TRADE EQUIPMENT) – April 13-21, 1968
A joint venture with the London Chamber of Commerce.
(Mr. J. Gallacher, Ext. 3558)

Stuttgart: INTERNATIONAL BAKERY EXHIBITION (IBA) – May 11-19, 1968
A joint venture with the Bakery Equipment Manufacturers' Society (15 firms).
(Mr. P. R. Clay, Ext. 3559)

Bridgetown, Barbados: HOTEL AND CATERING EQUIPMENT EXHIBITION – June 5-9, 1968
A possible joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489)

Los Angeles: FINE FOOD AND BEVERAGES FAIR – July 14-17, 1968
Possible display of British Consumer Goods by the Consulate-General.
(Miss G. Adams, Ext. 2788)

New York: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 4-7, 1968
A probable joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Mr. A. F. Fenton, Ext. 2786)

Utrecht: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICALS, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October 16-23, 1968
A possible joint venture with the Council of British Manufacturers of Petroleum Equipment. Firms interested in participation should contact the Council.
(Mr. T. E. Kerfoot, Ext. 3071)

Paris: INTERNATIONAL FOOD EXHIBITION (SIAL) – October 27-November 4, 1968
Joint ventures with:
(1) The British Food Export Council
(2) The Scotch Whisky Association
Firms interested in participation should contact either the Council or the Association.
(Mr. R. J. Ager, Ext. 2783)

1969

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September-October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Furniture, Furnishings, Household Equipment and Hardware

1968

Copenhagen: HARDWARE CONSUMERS' FAIR – March 19-21, 1968
A joint venture with the British Hardware Promotion Council.
(Mrs. I. M. Janzen, Ext. 2489)

Naples: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 22-July 7, 1968
An official information stand manned by representatives of the British Consulate-General at Naples.
(Miss F. King, Ext. 2782)

Basle: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 1-3, 1968
A joint venture with the Hardware Manufacturers' Association. Firms interested in participation should contact the Association immediately.
(Mr. T. E. Kerfoot, Ext. 3071)

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 6-10, 1968
A trade information stand manned by the British Artmetal Manufacturers Export Group.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 13-15, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Lyons: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 5-8, 1968
A probable joint venture with the British Furniture Manufacturers' Federated Associations. Firms interested in participation should contact the Federated Associations.
(Mr. A. G. Pearson, Ext. 2398)

New York: NATIONAL HARDWARE SHOW – October 7-10, 1968
Probable joint ventures with:
(1) The Federation of British Horticultural Exporters Ltd.
(2) The Hardware Manufacturers' Association.
Firms interested in participation should contact either of the above.
(Mr. A. F. Fenton, Ext. 2786)

Toronto: INTERIOR DESIGN SHOW – October 28-30, 1968
Possible joint ventures with:
(i) The British Furniture Manufacturers' Federated Association
(ii) The Federation of British Carpet Manufacturers
(ii) The Tufted Carpet Manufacturers' Association.
(Miss G. Adams, Ext. 2788)

1969

Paris: CARPET AND FLOOR COVERINGS EXHIBITION – January 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Paris: INTERNATIONAL FURNITURE EXHIBITION – January 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Lyons: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. G. Pearson, Ext. 2398)

Utrecht: INTERNATIONAL FURNITURE EXHIBITION – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Handicrafts and Fancy Goods

1968

San Franscisco: GIFT SHOW – August 4-7, 1968
Possible joint venture with the Jewellery Trade Centre Export Group.
(Miss G. Adams, Ext. 2788)

Heating and Ventilating

1969

Frankfurt: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 26-30, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436)

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 26-30, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436)

Hospital and Medical Equipment

1968

Vienna: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – May 15-19, 1968
A joint venture with the Surgical Instrument, Equipment and Appliance Export Group.
(Miss F. King, Ext. 2782)

Amsterdam: INTERNATIONAL EXHIBITION AND CONGRESS OF OPHTHALMOLOGY – June 18-21, 1968
A joint venture with the Guild of British Dispensing Opticians.
(Mr. T. E. Kerfoot, Ext. 3071)

Madrid: BRITISH EXHIBITION OF MEDICAL EQUIPMENT – June 21-27, 1968
A joint venture with the Surgical Instrument Equipment and Appliance Export Group. Firms interested in participating should contact the Group.
(Mr. T. E. Kerfoot, Ext. 3071)

Cologne: INTERNATIONAL DENTAL EXHIBITION – August 27-September 1, 1968
A joint venture with the British Dental Trade Association. Firms interested in participation should contact the Association (11 firms).
(Mr. S. Bickel, Ext. 2011)

Atlantic City: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – September 16-19, 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Laundry and Allied Services

1968

Frankfurt: INTERNATIONAL LAUNDRY, DRY CLEANING AND DYEING EXHIBITION – June 9-17, 1968
A joint venture with the Society of Laundry Engineers and Allied Trades Ltd. (7 firms).
(Mr. R. M. D. Ure, Ext. 2436)

Leather, Leather Goods and Fur

1968

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – March 2-7, 1968
A joint venture with the British Leather Goods Manufacturers' Association (19 firms).
(Mr. S. Bickel, Ext. 2011)

Frankfurt: INTERNATIONAL FUR FAIR – April 3-7, 1968
Joint venture with the British Fur Trade Association (29 firms).
(Mr. P. R. Clay, Ext. 3559)

Paris: INTERNATIONAL FUR TRADE EXHIBITION – April 20-25, 1968
A joint venture with the Clothing Export Council (4 firms).
(Mr. R. J. Ager, Ext. 2783)

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 31-September 4, 1968
A joint venture with the British Leathergoods Manufacturers' Association.
(Mr. S. Bickel, Ext. 2011)

Paris: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 12-17, 1968
Joint ventures with:
(1) British Leather Federation
(2) British Footwear Manufacturers' Federation
(3) Leather Importers, Merchants & Factors Association
Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 29-31, 1968
A probable joint venture with the Leather Institute.
(Mr. A. F. Fenton, Ext. 2786)

1969

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – February 22-27, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Frankfurt: INTERNATIONAL FUR FAIR – April 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August-September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Paris: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Motor Vehicles, Motor Cycles and Bicycles

1968

Amsterdam: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February 26-March 4, 1968
A joint venture with the British Cycle and Motor Cycle Industries' Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Geneva: INTERNATIONAL MOTOR SHOW – March 14-24, 1968
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. T. E. Kerfoot, Ext. 3071)

New York: INTERNATIONAL AUTOMOBILE SHOW – March 30-April 7, 1968
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

Montreal: BRITISH MOTOR SHOW – April 11-14, 1968
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 2788)

Belgrade: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – April 20-28, 1968
A joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(Mr. J. Gallacher, Ext. 3558)

Los Angeles: IMPORTED AUTOMOBILE AND SPORTS CAR SHOW – May 30-June 9, 1968
Possible joint venture with The Society of Motor Manufacturers' and Traders. Firms interested in participation should contact the Society.
(Miss G. Adams, Ext. 2788)

April 27 — May 5, 1968

HANOVER FAIR

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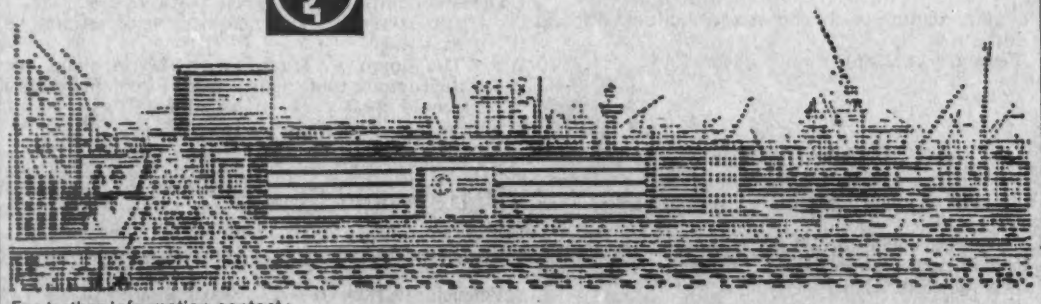

For further information contact:
SCHENKERS LIMITED (Dept. 3) Royal London House, 13 Finsbury Square, London E.C.2. Tel. 01-6389711

Cologne: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 7-10, 1968
A probable joint venture with the British Cycle and Motor Cycle Industries' Association. Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, Ext. 2777)

Paris: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October 3-13, 1968
A joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(Mr. R. J. Ager, Ext. 2783)

Boston: INTERNATIONAL AUTO SHOW – October 21-27, 1968
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 2788)

Turin: INTERNATIONAL MOTOR SHOW – October 30-November 10, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

San Francisco: INTERNATIONAL AUTOMOBILE SHOW – November 1968
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 2788)

Detroit: AUTOMOBILE SHOW – November 30-December 8, 1968
A joint venture with the Society of Motor Manufacturers and Traders.
(Mr. A. F. Fenton, Ext. 2786)

1969

Geneva: INTERNATIONAL MOTOR SHOW – March 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Frankfurt: INTERNATIONAL MOTOR SHOW – September 11-21, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Turin: INTERNATIONAL MOTOR SHOW – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Music and Musical Instruments

1968

Chicago: MUSIC INDUSTRY TRADE SHOW AND CONVENTION – June 23-27, 1968
A probable joint venture with the Association of Musical Instrument Industries.
(Mr. A. F. Fenton, Ext. 2786)

1969

Cannes: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 1969
A possible joint venture with the Music Publishers' Association. Firms interested in participation should contact the Association.
(Mr. A. G. Pearson, Ext. 2398)

Los Angeles: HI-FI AND MUSIC SHOW – October 1969
Possible joint venture with the Federation of British Audio. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

Nuclear Energy

1968

Washington: INTERNATIONAL ATOMIC ENERGY CONFERENCE AND EXHIBITION – November 10-14, 1968
Possible joint venture with the British Nuclear Forum. Firms interested in participation should contact the Forum.
(Miss G. Adams, Ext. 2788)

1969

Basle: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-11, 1969
A joint venture with the British Nuclear Forum. Firms interested in participation should contact the Forum.
(Mr. T. E. Kerfoot, Ext. 3071)

Office Machinery and Equipment

1968

Milan: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 21-29, 1968
Probable joint venture with the Business Equipment Trade Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

Toronto: CANADIAN NATIONAL BUSINESS SHOW – September 23-26, 1968
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Packaging Machinery and Materials

1968

Dublin: IRISH PACKAGING EXHIBITION – September 23-27, 1968
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Mr. T. E. Kerfoot, Ext. 3071)

Baltimore: SECOND INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – October 28-November 1, 1968
Probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss G. Adams, Ext. 2788)

Paris: INTERNATIONAL PACKAGING EXHIBITION – November 24-30, 1968
A joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Mr. R. J. Ager, Ext. 2783)

1969

Düsseldorf: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 1969
The Board of Trade are considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Pottery and Glass

1968

Valencia: INTERNATIONAL CERAMICS AND GLASS FAIR – March 30-April 7, 1968
A joint venture with the British Ceramic Plant and Machinery Manufacturers' Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – June 21-26, 1968
Joint ventures with:
(1) The British Pottery Manufacturers' Federation
(2) The Glass Manufacturers' Federation
(Mr. R. J. Ager, Ext. 2783)

1969

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – June 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783)

Printing and Stationery

1968

Chicago: INTERNATIONAL GRAPHIC ARTS EXPOSITION (PRINT '68) – June 20-25, 1968
A joint venture with the British Printing Machinery Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786)

1969

Milan: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October 4-12, 1969
A joint venture with the British Printing Machinery Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

Scientific, Surgical and Photographic Instruments

1968

Moscow: EXHIBITION OF BRITISH SCIENTIFIC INSTRUMENTS – March 18-27, 1968
A joint venture with the Scientific Instrument Manufacturers' Association (76 firms).
(Mr. R. I. Morgan, Ext. 2785)

Lausanne: INTERNATIONAL EXHIBITION AND CONGRESS OF PHOTOGRAMMETRY – July 9-18, 1968
A joint venture with the Scientific Instrument Manufacturers' Association.
(Mr. T. E. Kerfoot, Ext. 3071)

Cologne: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – September 28-October 6, 1968
Joint ventures with:
(1) The British Photographic Export Group
(2) The British Sensitisers' Export Association.
(Mr. J. A. Swinton, 2777)

Düsseldorf: INTERNATIONAL EXHIBITION AND CONGRESS OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15, 1968
A possible joint venture with the Scientific Instrument Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, 2777)

Milan: INSTRUMENTATION AND AUTOMATION FAIR – November 20-26, 1968
A trade information stand manned by the British Electrical and Allied Manufacturers' Association.
(Miss F. King, Ext. 2782)

1969

New York: UNIVERSE OF PHOTOGRAPHY (PHOTO EXPO '69) – June 7-15, 1969
A possible joint venture with the British Photographic Export Group.
(Mr. A. F. Fenton, Ext. 2786)

Ships and Boats

1968

Oslo: 2ND INTERNATIONAL SHIPPING EXHIBITION – May 20-29, 1968
Joint ventures with:
(1) The British Marine Equipment Council (34 firms).
(2) Shipbuilders' and Repairers' National Association (21 firms).
(Mr. A. G. Pearson, Ext. 2398)

Chicago: MARINE TRADES EXHIBIT – September 19-22, 1968
Possible joint venture with the Ship & Boat Builders' National Federation.
(Mr. A. F. Fenton, Ext. 2786)

1969

Hamburg: BOAT SHOW – January 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436)

New York: NATIONAL BOAT SHOW – February 1969
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786)

Textiles

1968

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 21-24, 1968
A joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee (34 firms).
(Mr. R. M. D. Ure, Ext. 2436)

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 19-22, 1968
A probable joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee.
(Mr. R. M. D. Ure, Ext. 2436)

1969

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 20-23, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436)

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436)

Toys, Games and Sports Equipment

1968

Toronto: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 8-16, 1968
Joint ventures with the British Cycle and Motor Cycle Industries' Association Ltd. (8 firms) and the National Caravan Council (4 firms).
(Miss G. Adams, Ext. 2788)

New York: INTERNATIONAL TOY FAIR – March 10-14, 1968
Joint venture with the British Toy Manufacturers' Association (21 firms).
(Mr. A. F. Fenton, Ext. 2786)

Sydney: INTERNATIONAL TOY FAIR – March 17-21, 1968
A joint venture with the British Toy Manufacturers' Association (35 firms).
(Mrs. I. M. Janzen, Ext. 2489)

Nairobi: SPORTS AND LEISURE SHOW – May 14-19, 1968
Probable joint venture with London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Miss G. Adams, Ext. 2788)

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 20-22, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

1969

Nuremberg: INTERNATIONAL TOY FAIR – February 8-14, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559)

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

Wood and Woodworking Machinery

1968

Greenville (USA): WOODWORKING MACHINERY AND EQUIPMENT SHOW – May 15-21, 1968
A joint venture with the Machine Tool Trades' Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

Louisville: INTERNATIONAL WOODWORKING MACHINERY AND FURNITURE SUPPLY FAIR – September 14-18, 1968
A joint venture with the Machine Tool Trades' Association.
(Mr. A. F. Fenton, Ext. 2786)

Other Specialized Fairs

1968

New York: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – March 1-3, 1968
A joint venture with the Philatelic Traders' Society (17 firms).
(Mr. A. F. Fenton, Ext. 2786)

Brussels: INTERNATIONAL INVENTORS' EXHIBITION – March 8-17, 1968
A joint venture with the Institute of Patentees and Inventors (52 firms).
(Mr. A. G. Pearson, Ext. 2398)

Wiesbaden: INTERNATIONAL PETS TRADE FAIR – May 10-12, 1968
A joint venture with the Pet Trade Association. Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, Ext. 2777)

Warsaw: DISPLAY OF BRITISH CONSUMER GOODS – March 12-15, 1968
A joint venture organized by the London Chamber of Commerce in collaboration with the Leicester Chamber of Commerce, The British Hosiery and Knitwear Export Group and the Clothing Export Council (33 firms).
(Mr. J. Gallacher, Ext. 3558)

Lisbon: BRITISH DISPLAY OF CONSUMER DURABLES – March 26-30, 1968
A joint venture with the British National Export Council (42 firms).
(Miss G. Adams, Ext. 2788)

Hanover: 9TH EUROPEAN EDUCATIONAL MATERIALS FAIR (DIDACTA) – June 7-11, 1968
A joint venture with the Educational Equipment Association (54 firms).
(Mr. R. M. D. Ure, Ext. 2436)

St. Gallen: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA) – June 8-16, 1968
A joint venture with the British Furniture Manufacturers' Federated Associations. Firms interested in participation should contact the Federated Associations.
(Mr. T. E. Kerfoot, Ext. 3071)

New York: NATIONAL JEWELLERY TRADE SHOW – August 6-10, 1968
A joint venture with the Jewellery Trade Centre Export Group.
(Mr. A. F. Fenton, Ext. 2786)

Vienna: WORLD HAIRDRESSING CHAMPIONSHIPS EXHIBITION – September 22-24, 1968
A joint venture with the Hairdressing Manufacturers' and Wholesalers' Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782)

Kingston, Jamaica: BRITISH EXHIBITION OF CONSUMER GOODS – October 1968
Possible joint venture with London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489)

Mexico City: INTERNATIONAL PHILATELIC EXHIBITION – October 30-November 10, 1968
A joint venture with the Philatelic Traders Society. Firms interested in participation should contact the Society.
(Mrs. I. M. Janzen, Ext. 2489)

Port of Spain, Trinidad: BRITISH EXHIBITION OF CONSUMER GOODS – November 1968
Possible joint venture with London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 2489)

1969

Düsseldorf: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – June 9-13, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. S. Bickel, Ext. 2011)

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

(c) British Weeks and Store Promotions

1968

Paris: AU BON MARCHE MAJOR STORE PROMOTION – February-October 1968

This major Paris department store will hold a series of British promotions beginning in February with foodstuffs. This will be followed by Carnaby Street Fashions in March, Menswear and Luggage in April, Household Goods and Chinaware in May and Leisurewear in June. An Irish promotion will be held in September and a Scottish promotion in October.

British firms interested in supplying any of the above categories of products should contact Mr. Greek, Brook Merchandising Co. Ltd., 48 Brook Street, London, W.1. (Tel. 01-493 8804).

(Mr. G. F. Snell, 01-828 1288, Ext. 7249)

Denmark: BRITISH TRADE DRIVE – Spring 1968

This large-scale trade drive will include the following:

(i) BRITISH SHOPPING WEEK, ESBJERG.
The port of Esbjerb, twinned with Harwich, was established to facilitate trade with Britain. It will celebrate its centenary in the period April 24-May 5, 1968, during which some 150 shops will 'go British'. It is hoped to arrange various supporting events.

(ii) IRMA A/S – STORE PROMOTION.
This major group of 50 supermarkets and 125 food stores will hold a promotion of British goods during the latter half of May 1968.

(iii) DANISH HARDWARE RETAILERS' ASSOCIATION.
The Association will hold a promotion of British goods throughout their chain of 750 stores at the end of May/early June 1968.

(iv) SCHOUS FABRIKER A/S – STORE PROMOTION.
This group, with some 350 outlets selling women's clothing, household linen and toilet articles, will hold a promotion of British goods, during May 1968.

During the period of the Trade Drive there will be major promotions of cars, other vehicles and caravans. The promotions will not offer any opportunities for accessories.

(Mr. P. S. E. Hooper, Ext. 2755)

Frankfurt: HERTIE GROUP MAJOR STORE PROMOTION – March 1968

A major promotion of British consumer goods will be held in the period mid to end March 1968 in 63 Hertie stores throughout the Federal Republic and W. Berlin. The promotion will cover a wide range of consumer goods and will be the biggest British promotion ever held by a German store. Of particular interest are clothing and textile goods.

Manufacturers wishing to offer their products to the Group should contact Herr Kraft, Hertie Waren-und Kaufhaus GmbH. 6 Frankfurt/Main, Zeil 42 W. Germany (Tel. 21901, Telex 0411244) copying to Mr. R. W. Allan, British Embassy, Friedrich Ebert Allee 77, 5300 Bonn, W. Germany.

The Board of Trade is fully supporting this promotion and will be supplying display material to the participating stores.

(Mr. G. F. Snell, 01-828 1288, Ext. 7249)

Eugene, Oregon: BON MARCHE – April 15-30, 1968

This promotion will feature consumer goods from Britain and other countries. The store is represented in London by Metasco, Inc., 161/167 Oxford Street, London, W.1 (Tel. 01-437 3301).

(Mr. D. R. Cork, Ext. 2760)

Bruges: BRITISH SHOPPING FORTNIGHT – April 20-May 6, 1968

This event is being held to coincide with the 50th Anniversary celebrations of the Battle of Zeebrugge. To date 340 shops in Bruges have expressed interest in participating. The range of products covered by these shops is wide and includes both consumer goods and consumer durables. Display material will be provided by the Board of Trade for the shops, and plans are afoot locally for a number of special events in support of the Fortnight.

(Mr. P. K. Guenebault, Ext. 3449)

Melbourne: BALL AND WELCH – April 22-May 6, 1968

This promotion will highlight a wide selection of British consumer goods. The store's London Buying House is David Jones Ltd., 315 Regent Street, London, W.1 (Tel. 01-580 1555).

(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

SALES TREND DOUBLED AFTER BRITISH WEEK, BRUSSELS

The following letter has been received from the export manager of Smith Kendon Ltd., manufacturers of specialist confectionery:

'The fact that we have participated in all British Weeks since 1963 (with the exception of Hong Kong) should, I think, speak for itself.

'In the case of the German market we found our distributor through the Düsseldorf Week, and our sales are already running at a rate of DM 500,000 per annum, with anticipated growth of 20 per cent per annum, for the next five years.

'In Holland, although we were already selling to that country, since participation in the British Week our sales have increased by no less than 700 per cent.

'Last year, although we have had an agent in Belgium since 1918, the Brussels Week gave us a tremendous opportunity to sell our products to a larger number of stockists, and the current sales trend for this market is already double that of last year.

'However, although I could give pages of statistics in an effort to prove my point, I do believe that the main benefit from these "Weeks" is the opportunity they provide to an exporter. It was solely due to the Brussels Week last year that our distributor was able to get our products into the three major department stores in Brussels. Due to adequate "follow-up" we are now securely established in these stores and also in their branches throughout Belgium.

'I think that the following may have some bearing on the criticisms you receive of the British Weeks: Unless a company is willing to take the fullest advantage of the opportunities provided by the "Week" and, more important, to devote enough time and energy in following up whatever success is achieved during the promotion, then it is hardly worth their effort. I fear that some businessmen expect that, by participating in a British Week, orders will automatically roll in and continue to roll in after the promotion has ended. If you were to ask your detractors the following two questions: "How many hours did you spend interviewing distributors, visiting potential customers, attending trade exhibitions, etc., after the Week?" "How much effort did you put into ensuring that the initial enthusiasm of your distributor and the customers was maintained?", I suspect that 95 per cent would answer "Nil" to both questions.

'For our part we have benefited enormously from the British Week promotions and consider this aspect of the Government's help to businessmen to be really worthwhile. But it is too much to expect that a British Week will magically provide £X,000 of new business without any effort on the part of the manufacturer.'

A. J. SANTER,
Export manager.

Australia: DAVID JONES GROUP – April/May 1968

A full-scale promotion of British goods will be held in Australia during April/May 1968 in at least 12 of the department stores of the David Jones Group.

They are seeking new sources of supply for china and glassware, textile (all types), hosiery, gloves, floor coverings, furnishings, fabrics, shoes, handbags, hardware, foodstuffs, toys, knitwear, costume jewellery etc.

Commercial inquiries should be directed to the group's London Buying House, David Jones Ltd., 315 Regent Street, London, W.1 (Mr. N. L. Bishop, Tel. 01-580 1555).

(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Gothenburg: GULINS MAJOR STORE PROMOTION – April-May 1968

A major promotion of British men's and ladies' clothing will be held in eight provincial branches of Gulins including Gothenburg this April and early May. The store has the biggest chain of menswear shops in Sweden and is particularly interested in men's outerwear.

The promotion itself forms part of a continuing campaign which this pro-British store has maintained over the past few years for British garments in Sweden. Manufacturers wishing to offer their products to this high-class mens' outfitters should contact Mr. Sven Gulin, AB Sven Gulin, Flojelbergsgatan 12, Box 136, Gothenburg 1, Sweden (Tel. 031/275460).

(Mr. G. F. Snell 01-828 1288, Ext. 7249)

Salzburg: JOINT PROMOTION – May 6-18, 1968

About 15 stores in the centre of Salzburg have jointly arranged to hold a promotion of British goods next spring, including:

OPFERKUCH TEXTILHAUS (fashions and speciality children's wear);
GEHMACHER (household textiles and fittings);
MAYER, NEUMAYER & CO. (cloth for fashions);
STRANZ & SCIO (delicatessen).

Board of Trade support will include the provision of display material and the organization of special features.

(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

Canada, Vancouver: HUDSON BAY COMPANY – May 9-18, 1968
Victoria: " " " – June 3-10, 1968
Calgary: " " " – October 1968
Saskatoon: " " " – " "
Edmonton: " " " – " "
Winnipeg: " " " – " "

These major British promotions will feature consumer goods. The London Buying House representing these stores is Associated Merchandising Corporation, 1B Baker Street, London, W.1 (Tel. 01-486 4721).

(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Dornbirn: MINOR BRITISH WEEK – June 1-15, 1968

About 50 shops in Dornbirn (which is the centre of the Austrian province of Vorarlberg) will participate in this promotion. It is expected that the special features will include the visit of British policemen, Guardsmen and Scottish pipers, drummers and dancers.

(Mr. P. S. E. Hooper, Ext. 2755)

London, Ontario: FORTNIGHT FESTIVAL – June 29-July 13, 1968

This is an annual event, and this year the organizers have decided to accentuate the already existent 'British' theme by making the occasion a 'mini-week'. Board of Trade support will include the provision of display material and assistance in the organization of special features. British firms should take advantage of this favourable opportunity for promoting sales of their goods in local stores by encouraging their agents and also by contacting the London (England) buying houses of the leading stores.

(Mr. A. H. Divers, Ext. 3373)

Paris: AU PRINTEMPS MAJOR STORE PROMOTION – September 1968

A major promotion of British consumer goods will be held in 27 provincial branches of Au Printemps this autumn. The main store in Paris will not be involved in this promotion. Goods in which the stores are primarily interested include furniture, household goods, giftware, glassware, toys, knitwear, men's and womenswear, and as a special feature during the promotion, foodstuffs.

British firms interested in supplying any of the above categories of goods should contact Mr. R. Pegna, Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London, W.1 (Tel. 01-629 8805).

(Mr. G. F. Snell, 01-828, 1288, Ext. 7249)

Regina: BRITISH SHOPPING WEEK – September 5-14, 1968

The city-wide British Shopping Week being held in Regina with the full co-operation of the civic and commercial communities presents splendid opportunities for British firms to promote the sale of their products in this rewarding market. Planning for the event is in the initial stages, but it is hoped to create a typically British atmosphere aimed at attracting the shoppers into the stores and shops.

(Mr. C. S. Stappard, Ext. 2761)

New York: R. H. MACY & CO. INC. – September 5-21, 1968

This major British promotion will feature a comprehensive range of consumer goods in 14 stores in the New York area. Interested manufacturers are advised to contact the store's London Buying House, R. H. Macy & Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. 01-734 4583).

(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Basle: BRITISH SHOPPING WEEK – September 20-28, 1968

About 200 shops in the central shopping area will participate in this event aimed at promoting the sale of a wide variety of British goods.

(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

USA: SAKS FIFTH AVENUE – September 21-mid-October 1968

This store will feature British men's and boys' clothing, furnishings, shoes, hats, etc., in 30 of its branches across the United States. The London buying house for the store is Saks & Company, Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031).

(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Akron, Ohio: The M. O'Neil Co. – September 22-28, 1968

Consumer goods from Britain with those of other countries will be featured at this event. The London Buying House for this store is R. H. Macy & Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. 01-734 4583).

(Mr. D. R. Cork, Ext. 2760)

Stockholm: MAJOR BRITISH WEEK – September 27-October 5, 1968

Preparations for the Week are well under way, and Market Officers from the British Week Office have now visited all the shops in the centre of Stockholm, with the exception of about 100 smaller retailers, to obtain details of the goods in which they are interested.

A comprehensive supplement to the *Export Service Bulletin* is available, giving market information and prospects for over 30 different groups of consumer goods. Lists of those shops interested in buying British goods are also available. Manufacturers seeking these and any other information about the Week are advised to contact either Mr. H. S. L. Tottenham, Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121) or the Board of Trade as below.

(Miss M. M. Wood, Ext. 3042)

Pittsburgh: KAUFMAN'S – October 7-26, 1968

This promotion will highlight good quality consumer goods from Britain and other countries. The London Buying House for the store is R. H. Macy & Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. 01-734 4583).

(Mr. D. R. Cork, Ext. 2760)

Lille: BRITISH SHOPPING WEEK – October 11-19, 1968

The British Shopping Week in Lille will be the biggest of the minor Weeks in France to follow from the major British Week held in Lyons in October 1966. A Commercial Sub-Committee and a Programme Sub-Committee have been formed in Lille and the shops are being visited to ascertain their needs. So far the indications are that about 400 shops will be taking part in the Week, including 12 department stores.

Although the programme of supporting events is not yet finalized, it is hoped to include many of the popular features of major British Weeks. The programme will include a Window Dressing Competition organized by the British Chamber of Commerce in France, who have staged similar competitions in previous British Weeks in France. British manufacturers seeking further information about the competition or the British Chamber of Commerce in France are invited to contact Mr. Harry Start, President of British Chamber of Commerce France, 6 rue Halevy, Paris 9e (Tel. 073.49.21).

The Export Council for Europe has sent a circular to over 7,000 firms about the Week. Manufacturers wishing to seek or expand outlets in Lille are advised at this stage to contact Mr. J. K. Blackwell, CBE, HM Consul-General, British Consulate-General, 60 Boulevard de la Liberte, Lille (Nord), France (Tel. 57.35.49).

(Mr. G. F. Snell, 01-828, 1288, Ext. 7249)

Japan, Shinjuku, Tokyo: KEIO DEPARTMENT STORE COMPANY LIMITED – Mid-October 1968

This major promotion will emphasize Scottish goods. The London Buying House for the store is MAMA Eastern, Trafalgar House, Waterloo Place, London, S.W.1 (Tel. 01-930 0422).

(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Dublin: ARNOTT & CO. (DUBLIN) LTD. – October 14-26, 1968

The promotion will be called 'London Fortnight at Arnotts' and will be held at the main store in Henry Street and at the Grafton Street branch. The promotion will cover the full range of goods normally sold by a department store. Manufacturers wishing to offer their products should approach the retail manager or the appropriate buyer.

(Mr. P. S. E. Hooper, Ext. 2755)

USA: CITY STORES GROUP – Autumn 1968

(a) Memphis, Tennessee: LOWENSTEINS – September 29-October 6, 1968

(b) Fort Wayne, Indiana: WOLF & DESSEUER – Autumn 1968

These two stores will feature British consumer goods together with those of other countries. They are represented in London by Metasco Inc., 161/167 Oxford Street, London, W.1 (Tel. 01-437 3301).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Lexington, Kentucky: MEYERS INC. – Autumn 1968

This store will feature British consumer goods. Its London Buying House is Baker Warburg Division of GUS Export International, 200 Tottenham Court Road, London, W.1 (Tel. 01-636 9192).
(Mr. D. R. Cork, Ext. 2760)

Hartford, Connecticut: G. FOX & CO. – Autumn 1968

British menswear will be highlighted by this store. Interested manufacturers should contact R. H. Macy & Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. 01-734 4583).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Denver, Colorado: NEUSTETERS – Autumn 1968

This store will feature British men's and boys' clothing, furnishings, shoes, hats, etc. Interested manufacturers should contact Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031), the store's London Buying House.
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Los Angeles: BROADWAY DEPARTMENT STORES – Autumn 1968

British consumer goods will be featured together with those of other countries in 32 branches in the Los Angeles/San Diego area. The London Buying House for the store is Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1 (Tel. 01-629 3031).
(Mr. D. R. Cork, Ext. 2760)

Baltimore, Maryland: HOCHSCHILD KOHN & CO. – November 1968

An internationnal promotion at which British and other countries merchandise will be featured. The London Buying House for the store is O. Zeigler Ltd., 27 Albemarle Street, London, W.1 (Tel. 01-629 1362).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

1969

Melbourne: BUCKLEY & NUNN LTD. – March 1969

British clothing, carpets, cutlery, china and glassware will be featured in this promotion. Interested manufacturers should contact the store's London Office, Buckley & Nunn Ltd., 14/16 Margaret Street, London, S.W.1 (Tel. 01-636 3001).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Tokyo: MAJOR BRITISH WEEK – September 26-October 5, 1969

Formal announcement of this British Week was made by the British Ambassador, Sir John Pilcher, and Mr. Michael Montague, chairman of the BNEC Asia Committee, at an Inaugural Conference in Tokyo on January 23.

A British Week Office has been set up in that city and the first round of shop visits will commence shortly.

The Week is being organized by the Board of Trade in association with the British National Export Council's Asia Committee, and manufacturers seeking information should contact either Mr. I. Trevor, BNEC Asia Committee, British National Export Council, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121), or the Board of Trade as below.
(Mr. A. H. Divers, Ext. 3373)

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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The Industrial & Trade Fairs Holdings Group, by far the most powerful Exhibition Organisation in the world today, is in a unique position to offer companies both large and small, from Britain or overseas, the opportunity to participate in established, successful exhibitions or to discuss the possibility of creating new group selling activities anywhere in the world.

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International Packaging Exhibition (Pakex)
The International Television and Radio Show
International Watch and Jewellery Trade Fair
i Industrialised Building Systems and Components Exhibition (Ibsac)
Soviet Industrial and Trade Exhibition
Engineering Materials and Design International Exhibition and Conference
Fashion in Footwear Exhibition
Northern Floor Coverings Fair
Northern Watch and Jewellery Trade Fair
Industrial Photographic and Television Exhibition

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International Chemical and Petroleum Engineering Exhibition
International Laundry, Dry Cleaning and Allied Trades' Exhibition
ii International Printing Machinery and Allied Trades Exhibition (Ipex)
iii The International Furniture Show
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Irish Packaging Exhibition
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Manchester Brighter Homes Exhibition
Northern Reprographic Exhibition

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THE TRADES' MARKETS & EXHIBITIONS LTD.

International Bakers' and Confectioners' Exhibition
International Brewing, Bottling and Allied Trades Exhibition (Brewex)
International Dairy Engineering and Food Machinery Exhibition
iv International Hotel and Catering Exhibition (Hotelympia)
The Northern Bakers' and Confectioners' Exhibition

INDUSTRIAL & TRADE FAIRS (IRELAND) LTD.

Irish International Food and Drink Fair

INDUSTRIAL & TRADE FAIRS PTY. LTD.

International Trade Fair, Sydney
Australian Catering Trade Fair, Sydney
Mechanical and Materials Handling Exhibition and Conference, Sydney
Chemical Petroleum and Gas Industries Exhibition, Sydney
Machine Tool Exhibition, Sydney

OVERSEAS EXHIBITIONS ORGANISED BY INDUSTRIAL AND TRADE FAIRS HOLDINGS GROUP OF COMPANIES

1954 British Trade Fair, Baghdad
1955 British Exhibition, Copenhagen
1957 British Trade Fair and Exhibition, Helsinki
1958 British Industry Pavilion at Universal and International Exhibition, Brussels
1959 British Trade Fair, Lisbon
1960 British Exhibition, New York
1961 British Trade Fair, Moscow
1962 British Exhibition and British Fortnight, Stockholm
1963 British Industrial Fair and British Fortnight, Zurich
1964 British Industrial Fair, Barcelona
British Industrial Exhibition, Peking
British Exhibition and British Fortnight, Sydney
1965 British Exhibition, Tokyo
British Pavilion, International Exhibition 'Chemistry in Industry Construction and Agriculture', Moscow
1966 British Trade Fair and British Fortnight, Oslo
British Industrial Exhibition, Moscow
British Industrial Exhibition, Mexico City
1967 British Industrial Fair, Production Show '67, Toronto
British Pavilion, British Columbia International Trade Fair, Vancouver

All exhibitions are run in close co-operation with the trade association or group of trade associations most directly concerned with the industry for which they provide a market place.

i These exhibitions are promoted by joint companies formed with trade associations, in which the majority shareholding is held by the associations, and are organised by a subsidiary of Industrial and Trade Fairs Holdings Ltd.

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iv Organised for The Hotel & Catering Exhibition (London) Ltd. by The Trades' Markets & Exhibitions Ltd.

CONTACT ITF ANYWHERE IN THE WORLD

CURRENT EXHIBITIONS CALENDAR

1968

Brighter Homes Exhibition
March 12 - March 30
City Hall, Manchester.

Scotland's Food Fair
April 16 - April 27
Kelvin Hall, Glasgow.

BREWEX 68
International Brewing, Bottling and Allied Trades Exhibition
April 22 - April 26
Earls Court, London.

Northern Reprographic Exhibition
May 20 - May 24
City Hall, Manchester.

Australian Catering Trade Fair
June 17 - June 21
Sydney, Australia

Mechanical and Materials Handling Exhibition and Conference
July 8 - July 12
Sydney, Australia

Soviet Industrial and Trade Exhibition
August 6 - August 24
Earls Court, London.

London International Food and Drink Fair
September 5 - September 14
Olympia, London.

International Watch and Jewellery Trade Fair
September 9 - September 13
Olympia, London

Northern Floor Coverings Fair
September 10 - September 13
The Exhibition Centre, Harrogate.

Industrial Equipment and Services Exhibition
September 16 - September 21
City Hall, Manchester.

Irish Packaging Exhibition
September 23 - September 27
Royal Dublin Society, Dublin

Chemical Petroleum and Gas Industries Exhibition
October 7 - October 11
Sydney, Australia

Building Trades Exhibition
October 8 - October 19
City Hall, Manchester.

British Industrial Exhibition Bucharest
October 17 - October 27
Exhibition Centre, Piata Scinteii, Bucharest.

'Do-It-Yourself' Exhibition
November 5 - November 16
City Hall, Manchester

Engineering Materials and Design International Exhibition and Conference
December 2 - December 6
Olympia, London.

1969

The International Coin-Operated Laundry, Dry Cleaning and Allied Trades Exhibition - Coin-Op 69
April 21 - April 26
Earls Court, London.

London International Engineering and Marine Exhibition, and the International Welding Exhibition
April 22 - April 30
Olympia, London.

The International Chemical and Petroleum Engineering Exhibition
April 22 - April 30
Earls Court, London

Irish International Food and Drink Fair
August 28 - September 6
Royal Dublin Society, Dublin

International Bakers' and Confectioners' Exhibition
September 8 - September 12
Olympia, London.

1970

PAKEX 70
International Packaging Exhibition
June 22 - June 26
Olympia, London

1971

IPEX 71
International Printing Machinery and Allied Trades Exhibition
July 13 - July 24
Earls Court and Olympia, London.

Machine Tool Exhibition
October 14 - October 23
Sydney, Australia

Representatives of the Group may be contacted through:

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SECTIONS II—IV

Trade Fairs and Exhibitions

The Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be pleased to answer general inquiries about events in Sections II-IV, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists. The telephone number of the Board of Trade is 01-222 7877, extensions:—

Eastern Europe	3558	*Other towns in France, Belgium Luxembourg, Finland, Norway, Denmark*	2398
Cologne, Dusseldorf, Offenbach, Wiesbaden	2569	*Malta, Netherlands Switzerland, Spain, Eire*	3072
Other towns in West Germany	3557	*United States, Canada*	2788
Austria, Italy, Portugal	3072	*United Kingdom*	3008
France (Paris only) and Sweden	2783	*The rest of the world*	2496

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

SECTION II

European Trade Fairs and Exhibitions

1968 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – March 3-7
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

LEIPZIG: INTERNATIONAL SPRING FAIR – March 3-12
Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W1 (Tel. Hyde Park 3111/2).

UTRECHT: INTERNATIONAL SPRING FAIR – March 4-12
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 9-24
* Apply, The President, Fiera Internazionale della Sardegna, Quartiere Fieristico, Viale A. Diaz, Cagliari, Sardinia.

LYONS: INTERNATIONAL TRADE FAIR – March 23-April 1
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – March 27-April 7
* Apply, Mrs. Muriel C. Black. London Office of the Metz Fair, 68 Queen Street, London, EC4 (Tel. Central 9431).

ZAGREB: INTERNATIONAL SPRING FAIR (CONSUMER GOODS EXHIBITION) – April 13-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

TOULOUSE: INTERNATIONAL TRADE FAIR – April 18-29
* Apply, M. Lacassagne, President, Palais de la Foire, Toulouse.

BRUSSELS: INTERNATIONAL TRADE FAIR – April 20-May 1
* Apply, Belgian National Railways, P.O. Box 4BY, 167 Regent Street, London, W1 (Tel. Regent 1491).

LILLE: INTERNATIONAL TRADE FAIR – April 26-May 6
* Apply, Weigel Leygonie & Co. Ltd., 31/32 King Street, London, WC2 (Tel. Temple Bar 4825/9).

HANOVER: HANOVER FAIR – April 27-May 5
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

LIEGE: INTERNATIONAL SPRING COMMERCIAL FAIR – April 28-May 13
* Apply, Belgium House, 167 Regent Street, London, W1 (Tel. Regent 1491).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

ZURICH: SWISS IMPORTS FAIR – May 10-18
† Apply, ZUSPA – Stadthof 11, Thurgauerstrasse 7, 8050 Zurich.

GOTHENBURG: SWEDISH TRADE FAIR – May 10-19
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

BUDAPEST: INTERNATIONAL TRADE FAIR – May 17-27
* Apply, Hungarian Chamber of Commerce, Rosenberg H.P.U 17, Budapest V.

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – May 18-June 3
* Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. Knightsbridge 9628).

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May 23-June 2
* Apply, La Société de la Foire Internationale de Luxembourg, Avenue Victor Hugo, Case Postale 110, Luxembourg.

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May 26-June 9
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo, Sicily.

NANCY: INTERNATIONAL FAIR – May 30-June 10
* Apply, Commissariat General, Parc des Expositions de Nancy, Boite Postale 593, 54 Nancy.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15
* Apply, Feria Oficial e Internacional de Muestras, Avenida Maria Cristina, Barcelona.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23
* Apply, State Information & Tourist Office of Portugal, 20 Lower Regent Street, London, SW1 (Tel. Whitehall 2455).

POZNAN: 37TH INTERNATIONAL TRADE FAIR – June 9-23
* Apply, Official Forwarding Agents, PSA Transport Ltd., 70 Old Broad Street, London, EC2 (Tel. Avenue 2424).

BORDEAUX: INTERNATIONAL TRADE FAIR – June 13-24
* Apply, Administration de la Foire International, 12 place de la Bourse, Bordeaux.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

NAXXAR: MALTA TRADE FAIR – July 1-15
* Apply, General Retailers' Union, 87 Old Mint Street, Valletta, Malta.

MESSINA: INTERNATIONAL TRADE FAIR – August 4-19
* Apply, Ente Autonomo Fiera di Messina, Via Liberta, Messina.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29
* Apply, Feria de Muestras Internacional de Bilbao, Teroio de Begona 2, Apartado 468, Bilbao.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 16-25
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20
Apply, J. S. Rogers, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, EC4 (Tel. City 4444).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – September 1-4
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 1-8
Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W1 (Tel. Hyde Park 3111/2).

SALONIKA: INTERNATIONAL TRADE FAIR – September 1-22
* Apply, Foire International de Thessalonika, Salonika, Greece.

STOKHOLM: ST. ERIK'S INTERNATIONAL FAIR – September 4-15
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

STRASBOURG: INTERNATIONAL TRADE FAIR – September 5-16
* Apply, M. le President, 9 rue Brûlée, Strasbourg.

UTRECHT: INTERNATIONAL AUTUMN FAIR – September 8-13
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 8-15
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. Knightsbridge 6938).

BRNO: INTERNATIONAL TRADE FAIR – September 8-17
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

BARI: INTERNATIONAL LEVANT FAIR – September 10-23
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 12-22
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 14-24
* Apply, Fiera Campionaria Internazionale di Bolzano, C.P. 297, Bolzano.

LIEGE: INTERNATIONAL AUTUMN COMMERCIAL FAIR – September 14-29
* Apply, Belgium House, 167 Regent Street, London, W1 (Tel. Regent 1491).

HELSINKI: INTERNATIONAL TRADE FAIR – September 19-29
* Apply, The Finnish Fair Corporation, Helsinki, 25.

MARSEILLES: INTERNATIONAL FAIR – September 19-30
* Butler's Advertising Service Ltd., Fenwick House, 292 High Holborn, London, WC1 (Tel. Chancery 4224/5).

METZ: INTERNATIONAL AUTUMN FAIR – October 2-13
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, EC4 (Tel. Central 9431).

ZARAGOZA: NATIONAL SAMPLES FAIR – October 2-15
* Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 18-27
* Apply John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

1968 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 5-10
* Apply, Union des Exposants de Machines et d'Outillage Agricole, 95 rue St. Lazare, Paris 9e.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March 10-19
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ZARAGOZA: INTERNATIONAL FAIR FOR AGRICULTURAL MACHINERY – March 31-April 9
Apply, Director General de la Feria, Palacio Ferial (Gran Via) Zaragoza.

ESBJERG (DENMARK): INTERNATIONAL FISHERIES TRADE FAIR – April 24-May 5
* Apply, Universal Fair & Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

NOVI-SAD: 35TH INTERNATIONAL AGRICULTURAL FAIR – May 11-20
* Apply, ARPENT, Corringales, Hatfield Heath, Bishops Stortford, Herts. (Tel. Hatfield Heath 315).

MUNICH: INTERNATIONAL AGRICULTURAL SHOW (DLG) – May 19-26
† Apply, Deutsche Landwirtschafts-Gesellschaft e.V., 6, Frankfurt-am-Main, Zimmerweg 16.

MADRID: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO) – May 21-June 21
Apply, Feria Internacional del Campo, Avenida de Portugal, S/N Madrid.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May 30-June 9
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June 2-16
* Apply, Secretario Feria Nacional de Agricultura, Feria do Ribatejo, Santarem, Portugal.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June 24-July 9
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October 10-20
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W1 (Tel. Paddington 0701).

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 2-8
† Apply, M. Caron, 3 rue La Boetie, Paris 8e.

COPENHAGEN: INTERNATIONAL AGRICULTURAL MACHINERY FAIR (AGRIMA) – December 9-13
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Aircraft and Aeronautical Equipment

HANOVER: INTERNATIONAL AIR SHOW – April 26-May 5
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

TURIN: INTERNATIONAL AERONAUTICAL EXHIBITION – June 4-13
* Apply, International Committee of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, SW7 (Tel. Knightsbridge 7512).

Books and Periodicals

PARIS: INTERNATIONAL EXHIBITION OF SCIENTIFIC AND TECHNICAL BOOKS – April 25-29
* Apply, Comissariat General, 117 BD Saint-Germain, Paris 6e.

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 27-May 1
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

WARSAW: INTERNATIONAL BOOK FAIR – May 19-26
Apply, 'Ars Polona' Krakowskie Przedmiescie 7, Warsaw.

FRANKFURT: INTERNATIONAL BOOK FAIR – September 19-24
* Apply, Ausstellungs und Messe GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building and Public Works

SALONIKA: INTERNATIONAL CONSTRUCTION EXHIBITION – March 30-April 7
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ZAGREB: INTERNATIONAL SPRING FAIR (4TH BUILDING EXHIBITION) – April 13-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May 16-26
† Apply, Salon International du Material de Travaux Publics et de Batiment, 1 avenue Niel, Paris 17e.

TRONDHEIM (NORWAY): ANLEGG '68 BUILDING INDUSTRIAL AND CIVIL ENGINEERING EXHIBITION – May 22-26
Apply, Hval & Lunde, Vognmannsgt 8, Oslo 1.

MALMO: 50TH INTERNATIONAL SKANEMASSAN (BYGG-MA II) – SPECIAL SECTION FOR THE BUILDING INDUSTRY – August 16-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALISATION EXHIBITION – October 5-13
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ESSEN: GERMAN BUILDING EXHIBITION (DEUBAU) – October 19-27
† Apply, Gemeinnützige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

Chemicals and Allied Industries including Plastics

ZAGREB: INTERNATIONAL SPRING FAIR (PLASTICS AND PACKAGING EXHIBITION) – April 13-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951.

OYONNAX: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May 15-21
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

1968, *continued*

PARIS: INTERNATIONAL CHEMICAL EXHIBITION – May 24-June 1
Apply, Butlers Advertising Service Ltd., Fenwick House, 292 High Holborn, London, WC1 (Tel. Chancery 4224/5).

BASLE: INTERNATIONAL APOTHECARY EXHIBITION (IPHARMEX) – June 13-17
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

COPENHAGEN: INTERNATIONAL CHEMICO TECHNICAL PROCESS EQUIPMENT FAIR (KEM-TEK) – August 16-22
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

BASLE: INTERNATIONAL EXHIBITION OF LABORATORY, MEASUREMENT AND AUTOMATION TECHNIQUES IN CHEMISTRY (ILMAC) – September 9-14
† Apply, Secretariat, ILMAC, 4000 Basle 21.

ESSEN: INTERNATIONAL DRUGGISTS' EXHIBITION (INDROFA) – September 19-23
† Apply, Gemeinnützige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

MILAN: INTERNATIONAL PLASTICS EXHIBITION (PLAST) – October 5-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Clothing and Footwear

BERLIN: FASHION WEEK – March 4-13
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March 9-13
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 17-20
Apply, John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

VIENNA: LADIES FASHION SHOW – March 28-31
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – March 29-31
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – March 30-April 1
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – March 31-April 3
* Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

MUNICH: FASHION WEEK – March 31-April 4
* Apply, Mode-Woche, München G.m.b.H., 8, München 90. Brecherspitzstrasse 7.

BERLIN: FASHION WEEK – April 17-26
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 20-25
* Apply, Salon International du Pret-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris, 2e.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – May 5-9
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

WIESBADEN: INTERNATIONAL MILLINERY FAIR (INTERHUT) – May 26-28
* Apply, Internationalen Hutfachmesse für Grossisten, 6 Frankfurt-am-Main, Kaiserstrasse 64.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 23-25
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

BERLIN: FASHION WEEK – September 2-12
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

ELDA: THE 7TH INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES SAMPLES FAIR – September 13-20
Apply, Feria International Del Calzado Y Industrias Afines, Elda, Alicante, Spain.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 15-18
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September 19-22
* Apply, H. E. Melson, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 21-23
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 6-10
* Apply, Mode Woche München G.m.b.H., 8 München 90, Brecherspitzstrasse 7.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 11-13
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

VIENNA: LADIES FASHION SHOW – October 13-16
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – October 13-16
* Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

BERLIN: FASHION WEEK – October 14-25
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 27-31
Apply John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 9-14
* Apply, Salon International du Pret a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris, 2e.

WIESBADEN: INTERNATIONAL MILLINERY FAIR (INTERHUT) – December 1-3
* Apply, Internationalen Hutfachmesse für Grossisten, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and Shop Equipment

PARMA: INTERNATIONAL SUPERMARKETS EXHIBITION – April 3-7
* Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma, Italy.

DÜSSELDORF: EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY (EUROSHOP) – May 18-22
† Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Engineering, Radio and Electrical Goods

BILBOA: SPANISH MACHINE TOOL EXHIBITION – March 3-12
† Apply, Bilboa Trade Fair, Apartado 468, Bilbao, Spain.

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 7-12.
* Apply, Commissaire General, 16 rue de Presles, Paris, 15e.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 1-6
* Apply, S.D.S.A., 16 rue de Presles, Paris 15e.

ZAGREB: INTERNATIONAL SPRING FAIR – (2ND MINING EXHIBITION) – April 13-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951)

PARIS: FRENCH MACHINE TOOL AND MECHANICAL FACTORY EQUIPMENT EXHIBITION – April 18-26
† Apply, M. Ollive, 20 rue Carpeaux, 92 Puteaux (Seine).

MALMO: MEKANIK '68 – April 19-23
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

STOCKHOLM: DATA '68 – April 22-28
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

STOCKHOLM: TRANSPORT '68 – May 9-14
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

UTRECHT: ENGINEERING EXHIBITION (TECHNISHOW) – May 9-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BELGRADE: 12TH INTERNATIONAL TECHNICAL FAIR – May 18-26
* Apply, ARPENT, Corringales Hatfield Heath, Bishop's Stortford, Herts. (Tel Hatfield Heath 315).

ESSEN: INTERNATIONAL TRADE EXHIBITION OF VULCANISATION AND RETREADING – May 18-26
Apply, Gemeinnützige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

ROTTERDAM: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – May 20-24.
Apply, Scientific Surveys Ltd., 11a Gloucester Road, London, SW7 (Tel. 01-584 2945).

PARIS: ELECTRICAL EQUIPMENT EXHIBITION – May 20-30
† Apply, La Biennale de l'Equipment Electrique, 11, rue Hamelin, Paris 16e.

DÜSSELDORF: INTERNATIONAL FOUNDRY TRADE FAIR (GIFA) – June 20-26
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W1 (Tel. Museum 9325).

DÜSSELDORF: INTERNATIONAL HI-FI EXHIBITION – August 30-September 3
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 20-October 2
* Apply, Salone Internazionale della Technica, Corso Massimo d'Azeglio 15, Turin.

CHARLEROI: INTERNATIONAL TECHNICAL AND INDUSTRIAL EXHIBITION – September 21-29
Apply, Secretariat, Palais des Expositions, Charleroi.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM '68) – September 24-29
Apply, Udstillingsselskabet U.F.E.S.A.S., Ryvangs Alle 20, Copenhagen Ø.

COPENHAGEN: INTERNATIONAL ELECTRONICS AUTOMATION AND INSTRUMENTS EXHIBITION – September 27-October 4
Apply, Sekretariat, Julius Thomsens Plads 1. Copenhagen V.

STOCKHOLM: TECHNICAL FAIR – October 4-10
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October 10-15
* Apply, Fiera di Padova, TRAMAG, Via N. Tommaseo, Padua, Italy.

AMSTERDAM: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION (FIAREX) – October 28-November 1
* Apply, Secretariaat, FIAREX – Organisatie, Minervalaan 82, Amsterdam.

ZURICH: INTERNATIONAL EXHIBITION FOR OIL HYDRAULICS AND PNEUMATICS – October 31-November 5
† Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. Cherrywood 3897).

LJUBLJANA: 15TH INTERNATIONAL EXHIBITION OF ELECTRONICS, TELECOMMUNICATIONS, AUTOMATION AND NUCLEONICS – October
* Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASURING AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 7-13
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Foodstuffs, Food Machinery, Hotel and Catering

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March 30-April 5
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

UTRECHT: INTERNATIONAL FOOD FAIR (ROKA) – April 1-5
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MURCIA: 6TH INTERNATIONAL TINNED FOODS AND FOOD FAIR (FICA) – April 1-10
Apply, Feria Internacional de la Conserva Y Alimentacion, Murcia, Spain.

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April 20-24
* Apply, INTERSUC, 48 avenue de Villiers, Paris 17e.

STUTTGART: INTERNATIONAL BAKERY EXHIBITION (IBA) – May 11-19
Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, SW16 (Tel. 01-769 0950).

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August 16-25
Apply, Planten Un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 21-29
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKAGING – September 21-29
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

BRUSSELS: FOOD AND HOME EXHIBITION (ARTS MENAGERS) – October 5-20
* Apply, SIMPA, 29/31 Boulevard du Jardin Botanique, Brussels 1.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October 10-21.
* Apply, M. Willard, 13 rue de Liege, Paris 9e.

MONTPELLIER: INTERNATIONAL WINE FAIR – October 12-23
* Apply, M. le President, Place du Polygone, Montpellier (Herault).

UTRECHT: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICALS, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October 16-23
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel Hunter 1951).

PARIS: INTERNATIONAL FOOD EQUIPMENT INDUSTRIES EXHIBITION (MATERAL) – October 27-November 4
† Apply, Salon International de l'Equipement des Industries de l'Alimentation, 42 rue du Louvre, Paris 1er.

PARIS: INTERNATIONAL FOOD EXHIBITION (SIAL) October 27-November 4
† Apply, SOPEXA, 24 Rutland Gate, London, SW7 (Tel. Kensington 9252).

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1968, *continued*

PARIS: INTERNATIONAL EXHIBITION FOR MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY (MATIC) – October 27-November 4
† Apply, MATIC, 48 rue de la Bienfaisance, Paris 8e.

DIJON: FOOD, WINES AND GASTRONOMY EXHIBITION – October 30-November 11
* Apply, M. le President, Palais des Expositions, Boulevard de Champagne, Dijon.

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – November 1-10
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 2-8
† Apply, M. Carron, 3 rue la Boetie, Paris 8e.

BARCELONA: VIII HOGAROTEL – November 9-24
Apply, HOGAROTEL, Avenue Maria Christina, Barcelona.

COPENHAGEN: INTERNATIONAL FOOD FAIR – November 15-24
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Furniture, Furnishings, Household Equipment and Hardware

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 2-17
* Apply, Salon International des Arts Menagers, 15 avenue de la Division-Leclerc, 92 Puteaux.

LYONS: INTERNATIONAL HARDWARE FAIR – March 29-April 1
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR – April 19-28
* Apply, Gerit v.d., Veenstraat 94, Amsterdam.

COPENHAGEN: HOLIDAY AND WEEK-END HOUSES (FRITIDSBO '68) – April 20-29
Apply, Nord Fair, Rantzausgade 7, Copenhagen N.

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June 22-July 7
* Apply, Ente Autonomo Mostra d'Oltremare, Piazza Vincenzo Tecchio 51, Naples.

BASLE: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 1-3
† Apply, Dennis G. Love, Esq., International Marketing Advertising Design Group, 18 Swakeleys Drive, Ickenham, Middlesex (Tel. Uxbridge 34891).

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 6-10
* Apply, Segretaria Generale della MACEF, Via Solferino 25, Milan.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 13-15
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

LYONS: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October 5-8
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

VALENCIA: VI SPANISH FURNITURE AND INTERNATIONAL WOODWORKING MACHINERY FAIR – October 12-21
Apply, Feria Espanola del Meuble e Internacional de Maquinaria para la Madera, Llano del Real 2, Apartado 476, Valencia.

BRUSSELS: INTERNATIONAL HARDWARE EXHIBITION – October 23-27
* Apply, Salon International de la Quincaillerie, 14 rue Duquesnoy, Brussels 1.

GENEVA: IDEAL HOME EXHIBITION (ARTS MENAGERS) – October 23-November 3
* Apply, Secretariat, Salon des Arts Menagers, 18, Quai de l'Ecole de Medicine, 1211 Geneva 4.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11
* Apply, Commissaire General, Palais de la Foire, Lille.

Handicrafts, Fancy Goods, etc.

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – March 15-24
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

HERNING: HOBBY AND VACATION SHOW – April 10-15
* Apply, A/S Herning Hallen, Herning, Denmark.

FLORENCE: INTERNATIONAL HANDICRAFTS FAIR – April 24-May 7
* Apply, Mostra Mercato Nazionale dell Artigianato, Piazza della Liberta, Florence.

PARIS: EXHIBITION OF ARTISTIC WORKSHOPS – June 19-24
† Apply, M. Guillot, Salon des Ateliers d'Arts, 45 rue des Petits-Ecuries, Paris 10e.

HERNING: CRAFTS AND INDUSTRIES FAIR 'HI-68' September 7-15
* Apply, A/S Herning Hallen, Herning, Denmark.

WIESBADEN: INTERNATIONAL SOUVENIR AND GIFTS FAIR – October 12-14
* Apply, Bundesverband der Reiseandenken-Branche, 6208 Bad Schwalbach, Grebertstrasse 8.

PARIS: DO-IT-YOURSELF EXHIBITION – November 1-14
* Apply, Salon du Bricolage, 42 rue du Louvre, Paris 1er.

Heating and Ventilating

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 3-7
* Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, SW16 (Tel. 01-769 0950).

HELSINKI: 5TH HEATING, PLUMBING AND AIR CONDITIONING FAIR – May 15-19
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September 7-15
* Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Horticulture and Horticultural Equipment

BRUSSELS: INTERNATIONAL GARDEN SHOW – February 24-March 3
* Apply, Salon du Jardin, 14 rue Duquesnoy, Brussels 1.

Hospital and Medical Equipment

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – March 20-24
Apply, Arbeitsgemeinschaft für Fachmessen, Hofackerstrasse 36, 8032 Zurich.

GOTHENBURG: INTERNATIONAL MEDICAL CARE AND HEALTH EXHIBITION – April 3-7
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

VIENNA: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – May 15-19
Apply, Sekretariat, Arbeitsgemeinschaft für Fachausstellungen, Loquaiplatz 13, Vienna 6.

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 15-19
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedam 22.

AMSTERDAM: INTERNATIONAL EXHIBITION AND CONGRESS OF OPHTHALMOLOGY – June 18-21
Apply, Holland Organizing Centre, 16 Lange Voorhout, The Hague.

COLOGNE: INTERNATIONAL DENTAL EXHIBITION – August 27-September 1
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

Laundry and Allied Services

FRANKFURT: INTERNATIONAL LAUNDRY, DRY CLEANING AND DYEING EXHIBITION – June 9-17
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Leather, Leather Goods and Fur

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – March 2-7
* Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March 9-13
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 20-25
* Apply, M. Lebel, 36 Avenue de l'Opera, Paris 2e.

FRANKFURT: INTERNATIONAL FUR FAIR – April 24-28
* Apply, Frankfurter Rauchwaren Messe G.m.b.H., 6 Frankfurt-am-Main, Bettinaplatz 1.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 31-September 4
* Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

BRUSSELS: INTERNATIONAL LEATHER AND SHOE SHOW – September 7-9
* Apply, Secretariat de l'Institut National du Commerce, Lange Kruis Straat 7, Ghent.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 12-17
* Apply, Conseil National du Cuir, 2 rue Edouard VII, Paris 9e.

Motor Vehicles, Motor Cycles and Bicycles

COPENHAGEN: INTERNATIONAL MOTOR SHOW – February 22-March 3
Apply, Sammenslutningen af Automobilfabrikanter & Importorer, Amaliegade 22, Copenhagen K.

AMSTERDAM: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – February 26-March 4
† Apply, Netherlands Cycle & Automobile Industry Association, 8 Europaplein, Amsterdam Z.1.

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March 14-24
* Apply, Salon International de l'Automobile, 5 Rue Jacques, 1211 Geneva 4.

BELGRADE: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – April 20-28
Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

BARCELONA: INTERNATIONAL MOTOR SHOW – April 20-30
* Apply, SECTOR AUTOMOVIL, Feria Official e Internacional de Muestras en Barcelona, Av. Maria Christina, Palacio No. 1, Barcelona 4.

COLOGNE: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 7-10
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

PARIS: INTERNATIONAL MOTOR, CYCLE AND MOTORCYCLE EXHIBITION – October 3-13
* Apply, Comissaire General, 3 avenue du President Wilson, Paris 16e.

TURIN: INTERNATIONAL MOTOR SHOW – October 30-November 10.
Apply, Comitato Organizatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Office Machinery and Equipment

FREDERICIA: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – April 22-28
Apply, Secretariat Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 21-29
* Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September 26-October 5
* Apply, Salon de l'Equipement de Bureau, 6 place de Valois, Paris 1er.

HELSINKI: EXHIBITION OF OFFICE MANAGEMENT (TECHNIQUE '68) – October 22-27
Apply, The Finnish Fair Corporation, Helsinki 25.

Packaging Machinery and Materials

DUBLIN: IRISH PACKAGING EXHIBITION – September 23-27
Apply, F. Winter, Esq., General Manager, Irish Packaging Exhibition, City Hall, Deansgate, Manchester.

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November 2-8
Apply, M. Caron, 3 rue La Boetie, Paris 8e.

PARIS: INTERNATIONAL PACKAGING EXHIBITION November 24-30
† Apply, Salon de l'Emballage, 20 rue Carpeaux, 92 Puteaux (Seine).

Pottery and Glass

VALENCIA: INTERNATIONAL CERAMICS AND GLASS FAIR – March 30-April 7
* Apply, Feria de la Ceramica y Vidrio, Llano del Real 2, Apartado 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – June 21-26
* Apply, Commissaire General, 32 rue de Paradis, Paris 10e.

Scientific, Surgical and Photographic Instruments

MOSCOW: S.I.M.A. EXHIBITION OF SCIENTIFIC INSTRUMENTS – March 18-27
Apply, Major F. D. Outridge, Scientific Instrument Manufacturers' Association of Great Britain, Sima House, 20 Peel Street, London, W8.

ZAGREB: INTERNATIONAL SPRING FAIR (JUREMA –MEASURING AND CONTROL TECHNIQUES AND AUTOMATION EXHIBITION) – April 13-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

LAUSANNE: INTERNATIONAL EXHIBITION AND CONGRESS OF PHOTOGRAMMETRY – July 9-18
Apply, Dr. K. Bachmann, Ecole Polytechnique de l'Universite, Institutes de Photogrammetrie, Avenue de Cour 33, (1000) Lausanne.

BASLE: INTERNATIONAL EXHIBITION OF LABORATORY, MEASUREMENT AND AUTOMATION TECHNIQUES IN CHEMISTRY (ILMAC) – September 9-14
Apply, Sekretariat, ILMAC. 4000 Basle 21.

COLOGNE: PHOTOKINA – WORLD FAIR OF PHOTOGRAPHY – September 28-October 6
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November 20-26
† Apply, Federazione della Associazioni Scientifiche e Techniche (FAST) di Milano, P. le Morandi 2, Milan.

Ships and Boats

OSLO: BOAT AND MARINE ENGINE EXHIBITION (SJOEN FOR ALLE) – March 1-10
Apply, Mr. Gerhard Wiese, Stortingsgate 12, Oslo 1.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 10-17
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BARCELONA: INTERNATIONAL BOAT SHOW – March 13-24
Apply, Salon Nautico Internacional, Avenida Maria Christina, Barcelona.

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March 15-24
* Apply, RAI Gebouw, Europaplein 8, Amsterdam 2.

STOCKHOLM: INTERNATIONAL BOAT SHOW (ALLT FOR SJON) – March 20-31
* Apply, S:T Eriks Massan, Storangsvagen 18, Stockholm NO.

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May 20-29
Apply, Norges Varemesse, Drammensveien 54, Oslo 2.

HAUGESUND (NORWAY): THE NORTH SEA FAIR – July 31-August 8
Apply, Manager Erik Maeland, P.O. Box 261, Haugesund, Norway.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – October 4-12
* Apply, Internationale Bodensee-Messe G.m.b.H., 7990 Friedrichshafen.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 12-16
* Apply, Europort Exhibitions Ltd., 67/69 Chancery Lane, London, WC1 (Tel. Chancery 6561).

Textiles

DORNBIRN: INTERNATIONAL TEXTILES EXHIBITION (OTEX) – May 14-16
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. Knightsbridge 6938).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 21-24
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 19-22
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Toys, Games and Sports Equipment

HELSINKI: CAMPING SHOW – March 15-24
* Apply, The Finnish Fair Corporation, Helsinki 25.

WIESBADEN: INTERNATIONAL SPORTS GOODS FAIR – March 17-19
* Apply, Internationale Sportartikelmesse Wiesbaden G.m.b.H., 62 Wiesbaden, Langgasse 17.

COPENHAGEN: EXHIBITION OF CAMPING EQUIPMENT – March 20-31
Apply, Erhvervenes Udstillingsselskab Bella – Centret A/S, Hvidkildevej 64, Copenhagen N.V.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March 23-27
* Apply, Commissariat General, Foire de Grenoble, 1 Place Jacqueline-Marval, 38 Grenoble.

PARIS: NATIONAL CAMPING, CARAVANING AND SPORTS EXHIBITION – April 20-May 1
* Apply, 60 rue Notre-Dames-des-Victoires, Paris 2e.

PARIS: INTERNATIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October 12-14
* Apply, M. Dayne, 15 rue de la Paix, Paris 2e.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 20-22
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – May 18-26
* Apply, Commissariat General, Salon International de l'Horlogerie, 54 Grand rue, Besancon.

Wood and Woodworking Machinery

PARIS: INTERNATIONAL WOODWORKING MACHINERY EXHIBITION (EXPOBOIS) – April 18-26
* Apply, EXPOBOIS, 20 rue Carpeaux, 92 Puteaux.

Other Specialized Fairs

BRUSSELS: INTERNATIONAL INVENTORS' EXHIBITION – March 8-17
* Apply, Institute of Patentees and Inventors, Abbey House, 2-8 Victoria Street, London SW1 (Tel. Abbey 1616).

MALMO: INTERNATIONAL DOG EXHIBITION – March 16-17
Apply, Swedish Kennel Club, Stockholm.

WIESBADEN: INTERNATIONAL PETS TRADE FAIR – May 10-12
† Apply, Zentralverband Zoologischer Fachgeschäfte Deutschlands e.V., 6 Frankfurt-am-Main, Stresemannallee 35-37.

HANOVER: 9TH EUROPEAN EDUCATIONAL MATERIALS FAIR (DIDACTA) – June 7-11
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

ST. GALLEN: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA) – June 8-16
Apply, Hampshire House Ltd., 119-127 Marylebone Road, London, NW1 (Tel. 486 5081).

VIENNA: WORLD HAIRDRESSING CHAMPIONSHIPS EXHIBITION – September 22-24
Apply, Sekretariat der Internationalen Frisur und Mode, Mollardgasse 1, 1060 Vienna.

NANCY: INTERNATIONAL SAFETY EXHIBITION – October 3-8
† Apply, Salon International de la Securite, Boite Postale 593, Nancy R.P. (54).

NANCY: INTERNATIONAL EXHIBITION OF URBAN EQUIPMENT – October 3-8
† Apply, Salon International de l'Equipment Urbain, Boite Postale 593, Nancy R.P. (54).

1968, *continued*

GENOA: INTERNATIONAL CONTAINER EXHIBITION – October 19-27
Apply, Fiera Internazionale di Genova, Piazzale J.F. Kennedy, Genoa, Italy.

ROTTERDAM: INTERNATIONAL EXHIBITION FOR TRANSPORT, STORAGE TECHNIQUES AND EXPORT SERVICES (NEDEX) – October 22-26
* Apply, Anglian Trade Promotions Ltd., Suite 23, 67-69 Chancery Lane, London, WC2 (Tel. Chancery 6561-2).

1969 General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 23-27
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4 (Tel. Central 5050).

LYONS: INTERNATIONAL TRADE FAIR – March 22-31
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March
* Apply, The President, Fiera Internazionale della Sardegna, Quartiere Fieristico, Viale A. Diaz, Cagliari, Sardinia.

UTRECHT: INTERNATIONAL SPRING FAIR – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

HANOVER: HANOVER FAIR – April 26-May 4
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

MILAN: INTERNATIONAL SAMPLES FAIR – April
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

PADUA: INTERNATIONAL SAMPLES FAIR – May-June
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May-June
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo, Sicily.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 15-24
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London W1 (Tel. Hunter 1951).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20
* Apply, J. S. Rogers, Esq., British Chamber of Commerce of Turkey (Inc), 69 Cannon Street, London, EC4 (Tel. City 4444).

STOCKHOLM: ST. ERIK'S FAIR – INTERNATIONAL CONSUMER GOODS – August-September
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

HELSINKI: INTERNATIONAL TRADE FAIR – September 19-28
* Apply, The Finnish Fair Corporation, Helsinki 25.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – September
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

UTRECHT: INTERNATIONAL AUTUMN FAIR – September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. Knightsbridge 6938).

1969 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 24-February 2
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March
* Apply, Union des Exposants de Machines et d'Outillage Agricole, 95 rue St. Lazare, Paris 9e.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May/June
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

FRANKFURT: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27
Apply, Deutsche Landwirtschafts-Gesellschaft, 6 Frankfurt-am-Main, Zimmerweg 16.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

Aircraft and Aeronautical Equipment

PARIS: INTERNATIONAL AERONAUTICS AND SPACE EXHIBITION – June
† Apply, M. Maillet, 4-6 rue Galilee, Paris 16e.

Books and Periodicals

BOLOGNA: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April-May
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL BOOK FAIR – September 19-24
* Apply Ausstellungs und Messe G.m.b.H. des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building and Public Works

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January-February
* Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 1-9
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BASLE: INTERNATIONAL WATER, SEWAGE AND AIR PURIFICATION EXHIBITION (PRO AQUA) – May 29-June 4
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

MUNICH: INTERNATIONAL EXHIBITION OF SEWAGE ENGINEERING (IFAT) – September 6-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BASLE: INTERNATIONAL SURFACE TREATMENT EXHIBITION – November 19-25
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November
† Apply, M.le Prince, 1 Avenue Niel, Paris 17e.

Chemicals and Allied Industries including Plastics

NICE: INTERNATIONAL AEROSOL EXHIBITION (FEA) – June 24-28
* Apply, Comité Francais des Aérosols, 32 rue de Paradis, Paris 10e.

Clothing and Footwear

MUNICH: FASHION WEEK – March 23-27
* Apply, Mode-Woche München G.m.b.H., 8 München 90, Brecherspitzstrasse 7.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 16-19
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London W1 (Tel. Regent 0511).

GOTHENBURG: CLOTHING MACHINERY AND ACCESSORIES EXHIBITION (TRI-KO-SOM III) – April 12-25
Apply Mr. Boos, Boras Masan AB. Gothenburg.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 20-24
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

BERLIN: FASHION WEEK – April
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April
* Apply, Salon International du Pret-a-Porter Feminin, 23, rue Notre-Dame-Des-Victoires, Paris 2e.

VIENNA: LADIES FASHION SHOW – April
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarbenzergplatz 4, 1030 Vienna 3.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR – September
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 5-9
* Apply, Mode Woche München G.m.b.H., 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK – October
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 26-30
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November
* Apply, Salon International du Pret-a-Porter Feminin, 23, rue Notre-Dame-Des-Victoires, Paris 2e.

VIENNA: LADIES FASHION SHOW – November
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

Engineering, Radio and Electrical Goods

GOTHENBURG: SCANDINAVIAN LIGHTING FAIR – January
* Apply, Skandinavisk Belysningsmassa, Box 52, Markaryd, Sweden.

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March 4-8
* Apply, Sekretariat INEL '69, 4000 Basle 21.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April
* Apply, SDSA, 16 rue de Presles, Paris 15e.

PARIS: INTERNATIONAL MATERIALS HANDLING EXHIBITION – May
† Apply, M. Ollive, 20 rue Carpeaux, 92 Puteaux (Seine).

COPENHAGEN: RADIO AND TELEVISION EXHIBITION – August 22-31
Apply, Elektronikfabrikantforeningen i Denmark, Neils Hemmingsensgade 9, Copenhagen K.

ESSEN: WELDING AND CUTTING FAIR – September 20-28
Apply, Gemeinnützige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

AMSTERDAM: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September
† Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

STOCKHOLM: TECHNICAL FAIR – September-October
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR (ITEM '69) – October 31-November 9
* Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

Foodstuffs, Food Machinery, Hotel and Catering

AMSTERDAM: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January
* Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam

GOTHENBURG: HOTEL AND RESTAURANT EXHIBITION (INTERREST 69-KIOSK 69) – March 4-8
Apply, INTERREST 69-KIOSK 69, Box 4034, Malmo 4, Sweden.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – March-April
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

PARIS: INTERNATIONAL EXHIBITION OF CONFECTIONERY, CHOCOLATE AND BISCUITS (INTERSUC) – April
* Apply, INTERSUC, 48 Avenue de Villiers, Paris 17e.

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September-October
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

MALMO: INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA IV) – October 1-4
Apply, RESTA, Stadiongatan 25, Box 19015, Malmo 19.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October
* Apply, M. Willard, 13 rue de Liege, Paris 9e.

Furniture, Furnishings, Household Equipment and Hardware

PARIS: CARPET AND FLOOR COVERINGS EXHIBITION – January
* Apply, SALON DU TAPIS, 22 Avenue Franklin-Roosevelt, Paris 8e.

PARIS: INTERNATIONAL FURNITURE EXHIBITION – January
† Apply, Commissariat General, 22 Avenue Franklin Roosevelt, Paris 8e.

STOCKHOLM: SWEDISH FURNITURE FAIR – February 6-9
* Apply, Marketing Exhibitions Ltd., 48, West Side, London, SW18 (Tel. 01-874 2325/6/7).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March
* Apply, Salon International des Arts Menagers, 15 Avenue de la Division-Leclerc, 92 Puteaux.

LYONS: INTERNATIONAL HARDWARE FAIR – March 28-31
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

COLOGNE: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS USED FOR WOODWORKING, FURNITURE UPHOLSTERY, MATTRESSES, HOUSE, SHIP, VEHICLE AND LIGHT CONSTRUCTIONAL BUILDING (INTERZUM) – June 11-15
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

NAPLES: HOMES, FURNISHINGS AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June-July
* Apply, Ente Autonomo Mostra d'Oltremare, Piazza Vincenzo Tecchio 51, Naples.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September
* Apply, Segretaria Generale della MACEF, Via Solferino 25, Milan.

BRUSSELS: INTERNATIONAL HARDWARE EXHIBITION – October
* Apply, Salon International de la Quincaillerie, 14 rue Duquesnoy, Brussels 1.

LYONS: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM & PROMEUROPAM) – October
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

Handicrafts and Fancy Goods, etc.

HERNING: HOBBY AND VACATION SHOW – April 2-7
* Apply, A/S Herning Hallen, Herning, Denmark.

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – April 11-20
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

HERNING: CRAFTS AND INDUSTRIES FAIR (HI-69) – September 6-14
* Apply, A/S Herning Hallen, Herning, Denmark.

PARIS: DO-IT-YOURSELF EXHIBITION – November
* Apply, Salon du Bricolage, 42, rue du Louvre, Paris 1er.

Heating and Ventilating

FRANKFURT: INTERNATIONAL EXHIBITION FOR HEATING & PLUMBING EQUIPMENT – March 26-30
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 26-30
* Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, SW16 (Tel. 01-769 0950).

GOTHENBURG: INTERNATIONAL HEATING, VENTILATING AND SANITARY INSTALLATION FAIR (VVS '69) – March
Apply, The Swedish Association of Heating and Ventilation Engineers, Hantverkargatan 8, Stockholm K.

Horticulture and Horticultural Equipment

PARIS: INTERNATIONAL FLOWER EXHIBITION – April 23-October 5
Apply, Commissariat General des Floralies Internationales, 9, rue de la Perle, Paris 3e.

Hospital and Medical Equipment

MUNICH: INTERNATIONAL EXHIBITION AND CONGRESS ON DIAGNOSTICS (DIAGNOSTICA) – May 11-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – September
† Apply, Reg. Lawson & Co. Ltd., Green Dragon House, High Street, Croydon, Surrey (Tel. Municipal 5741/2).

VIENNA: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – November
Apply, Sekretariat, Arbeitsgemeinschaft für Fachausstellungen, Loquaiplatz 13, Vienna 6.

VIENNA: INTERNATIONAL TRADE EXHIBITION FOR HOSPITAL, MEDICAL AND LABORATORY EQUIPMENT – November
† Apply, Werbung Scherbetz, Kinderspitalgasse 4, 1090 Vienna.

Laundry and Allied Services

PARIS: INTERNATIONAL LAUNDRY, DYEING AND DRY-CLEANING EXHIBITION – November
† Apply, Comite Interfederal de Liaison Blanchisserie Teint, 127, rue de Picpus, Paris 12e.

1969, *continued*

Leather, Leather Goods and Fur

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February 22-27
* Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

BOLOGNA: INTERNATIONAL SHOE AND LEATHER FAIR – March
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL FUR FAIR – April
* Apply, Frankfurter Rauchwaren Messe G.m.b.H., 6 Frankfurt-am-Main, Bettinaplatz 1.

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April
* Apply, M. Lebel, 36, avenue de l'Opera, Paris 2e.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August-September
* Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September
* Apply, Conseil National du Cuir, 2, rue Edouard VII, Paris 9e.

Motor Vehicles, Motor Cycles and Bicycles

BRUSSELS: INTERNATIONAL MOTOR SHOW – January
* Apply, Salon de l'Automobile, 22, rue du Luxembourg, Brussels 4.

AMSTERDAM: INTERNATIONAL MOTOR SHOW – February
† Apply, Netherlands Cycle and Automobile Industry Association, 8 Europaplein, Amsterdam, Z.1.

GENEVA: INTERNATIONAL MOTOR SHOW – March
* Apply, Salon International de l'Automobile, 5 rue Jacques-Balmat, 1211 Geneva 4.

HELSINKI: INTERNATIONAL MOTOR SHOW – May 9-18
Apply, The Finnish Fair Corporation, Helsinki 25.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 11-21
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main 16, Westendstrasse 61.

PARIS: INTERNATIONAL MOTOR, CYCLE & MOTOR-CYCLE EXHIBITION – October
* Apply, Comissaire General, 3, avenue du President Wilson, Paris 16e.

TURIN: INTERNATIONAL MOTOR SHOW – November
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Music and Musical Instruments

CANNES: INTERNATIONAL RECORD & MUSIC PUBLISHING MARKET (MIDEM) – January
* Apply, Mitch Murray Organisation, 13 Sunnyfield, Mill Hill, London, NW9 (Tel. 01-959 1411).

Nuclear Energy

BASLE: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-11
Apply, Sekretariat, NUCLEX 69, 4000 Basle 21.

Office Machinery and Equipment

HELSINKI: EXHIBITION OF WORK EFFICIENCY – April 18-27
Apply, The Finnish Fair Corporation, Helsinki 25.

COPENHAGAN: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – September 11-17
* Apply, Udstillingselskabet U.F.E.S.A.S., Ryvangs Alle 20, Copenhagen Ø.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September-October
* Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – September-October
* Apply, Salon de l'Equipment de Bureau, 6 place de Valois, Paris 1er.

STOCKHOLM: OFFICE '69 – November
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

Packaging Machinery and Materials

DÜSSELDORF: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 10-16
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October
* Apply, IPACK-IMA, 62, Via Carlo Ravizza, Milan.

Pottery and Glass

VALENCIA: INTERNATIONAL CERAMICS & GLASS FAIR – March-April
* Apply, Feria de la Ceramica y Vidrio, Llano del Real, Apartado 476, Valencia.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – June
* Apply, Commissaire General, 32, rue de Paradis, Paris 10e.

Printing and Stationery

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October 4-12
Apply, GEC Secretariat, Lungo Po Antonelli 49, Milan.

Ships and Boats

HAMBURG: INTERNATIONAL BOAT SHOW – January
* Apply, Planten un Blomen, Ausstellungs Park der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

PARIS: INTERNATIONAL PLEASURE BOAT EXHIBITION – January
* Apply, SPODEX, 149, rue Saint-Honore, Paris 1er.

MALMO: 4TH INTERNATIONAL BOAT SHOW – January-February
Apply, AB Malmo Batutstalling (Postal Address: c/o Kungsmassan, P.O. Box KUNGSBACKA).

HELSINI: BOAT AND CAMPING SHOW – February 14-23
* Apply, The Finnish Fair Corporation, Helsinki 25.

STOCKHOLM: INTERNATIONAL BOAT SHOW (ALLT FOR SJON) – March 19-30
* Apply, S:T Eriks Massan, Storangsvagen 18, Stockholm NO.

GOTHENBURG: 2ND INTERNATIONAL SEA TRANSPORT EXHIBITION – June 5-10
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

Textiles

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 20-23
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

Toys, Games and Sports Equipment

NUREMBERG: INTERNATIONAL TOY FAIR – February 8-14
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. Sullivan 2134).

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCH-MAKING INDUSTRY EXHIBITION – May
* Apply, Commissariat General, Salon International de l'Horlogerie, 54, Grand Rue, Besancon.

Other Specialized Fairs

STOCKHOLM: PROTECTION 69 – April 21-26
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

PARIS: INTERNATIONAL EXHIBITION OF SAFETY AND PROTECTION (EUROPROTECTION) – December 9-14
† Apply, EUROPROTECTION, 8, rue de la Michodiere, Paris 2e.

Congresses and Associated Exhibitions

DÜSSELDORF: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – June 9-13
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

1970 General

HELSINKI: INTERNATIONAL TRADE FAIR – September 17-27
* Apply, The Finnish Fair Corporation, Helsinki 25.

1970 Specialized

Engineering, Radio and Electrical Goods

HELSINKI: TV/RADIO AND MUSIC EXHIBITION – October-November
Apply, The Finnish Fair Corporation, Helsinki 25.

Office Machinery and Equipment

HELSINKI: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT – October-November
Apply, The Finnish Fair Corporation, Helsinki 25.

Packaging Machinery and Materials

BARCELONA: PRINTING, PACKING & CANNING MACHINERY FAIR (GRAPHISPACK) – March
Apply, GRAPHISPACK, Avenida Maria Cristina, S/N Feria de Meustras, Barcelona 4.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-xii of December 8 issue.

Toys, Games and Sports Equipment

HELSINKI: CAMPING SHOW – February 13-22
† Apply, The Finnish Fair Corporation, Helsinki 25.

Apply, BYGG REISDEG, Nordisk Byggevare Messe, Landsforebund, Grensen 10, Oslo.

1971 Specialized

Building and Public Works

OSLO: BUILDING MACHINES & MATERIALS EXHIBITION (BYGG REIS DEG) – September/October (For Agents only)

Ships and Boats

HELSINKI: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE) – September
Apply, The Finnish Fair Corporation, Helsinki 25.

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SECTION III

Trade Fairs and Exhibitions outside Europe

1968 General

TRIPOLI (LIBYA): INTERNATIONAL TRADE FAIR – February 28-March 20
* Apply, Tripoli International Trade Fair, Giaddat O Muktar Tripoli, P.O. Box 891, Tripoli.

JOHANNESBURG: RAND EASTER SHOW – April 2-15
* Apply, The Secretary, Witwatersrand Agricultural Society, P.O. Box 4344, Johannesburg.

OSAKA: INTERNATIONAL TRADE FAIR – April 9-29
Apply, Mr. Shozo Matsuda, Secretary General, Fair Commission, Honmachi-Bashi, Higashi-Ku, Osaka, Japan.

CASABLANCA: INTERNATIONAL TRADE FAIR – April 26-May 13
Apply, Commissariat General de la Foire, International 1 rue Jules Mauran, Casablanca, Morocco.

TEL AVIV: INTERNATIONAL TRADE FAIR – June 4-22
† Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kerr House, 36 Kingsway, London, WC2 (Tel. Holborn 9696).

NDOLA: ZAMBIA TRADE FAIR – June 28-July 2
* Apply, Zambia Industrial and Commercial Show Society, David Appleton Ltd., P.O. Box 1058, Ndola.

BOGOTA: 7TH INTERNATIONAL FAIR – August 1-18
Apply, Corp de Ferias Y Exposiciones S.A. Carrera 40 Bogota.

TORONTO: CANADIAN NATIONAL EXHIBITION – August 16-September 2
Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, SW1 (Tel. Whitehall 2794).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

ALGIERS: 5TH INTERNATIONAL TRADE FAIR – September 4-19
* Apply, Algerian Chamber of Commerce and Industry, Algiers.

SEOUL: 1ST SEOUL ASIAN TRADE FAIR – September 9-October 20
Apply, Feria Internacional de El Salvador, Inc., Kong Young Building, 270-1 5-Ka, Eulchi-Ro, Choon-Ku-Seoul.

CAIRO: INTERNATIONAL TRADE FAIR – November
Apply, Ministry of Economy, General Organisation for International Exhibitions & Fairs, Exhibition Ground, Nasr City, Cairo.

EL SALVADOR: 3RD EL SALVADOR INTERNATIONAL FAIR – November 9-30
Apply, Feria Internacional de El Salvador, Edificio Ruben Dario 3 er Piso Aptos 301, San Salvador, El Salvador.

1968 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

CYPRUS: ANNUAL SHOW OF AGRICULUTRAL MACHINERY, PLANT PROTECTION CHEMICALS AND FERTILIZERS – April – (Morphou Area)
Apply, Director of the Department of Agriculture and National Resources, Nicosia.

MELBOURNE: NATIONAL DAIRY INDUSTRIES EXHIBITION AND SYMPOSIUM – June
Apply, Exhibition Promotions Pty Ltd., 415 Bourke Street, Melbourne. (This exhibition will be held at Sale or Morwell, Victoria.)

CHICAGO: INTERNATIONAL POULTRY INDUSTRY EXPOSITION – September 8-12
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

NAIROBI: INTERNATIONAL AGRICULTURAL SHOW AND TRADE FAIR – September 24-28
Apply, Agricultural Society of Kenya, P.O. Box 30176, Nairobi.

Aircraft and Aeronautical Equipment

TOKYO: 1968 TOKYO AEROSPACE SHOW – October 10-13
Apply, Tokyo Aerospace Show Office, c/o Asahi Shimbun, Chiyoda-Ku, Tokyo.

Building and Public Works

TORONTO: CANADIAN NATIONAL HOME SHOW – March 29-April 6.
† Apply, Mr. Grant Smedor, General Manager, National Home Show, 1819 Yonge Street, Toronto, Ontario.

MELBOURNE: IDEAL HOME SHOW – April 24-May 4
Apply, Victoria Furniture Industries Exhibitions Ltd., Melbourne.

TOKYO: INTERNATIONAL HOME SHOW – May 3-12
* Apply, The Tokyo International Home Show, Management Office, c/o Cultural Project Section, The Asahi Shimbun, Tokyo Head Office, 2-3 Yuraku-Cho, Chiyoda-Ku, Tokyo, Japan.

SEATTLE: CONVENTION OF THE PRE-STRESSED CONCRETE INSTITUTE – October 6-10.
Apply, R. J. Lyman, Esq., 205 W. Whacker Drive, Chicago, Ill., U.S.A.

TORONTO: CONSTRUCTION PUBLIC WORKS AND MUNICIPLE EQUIPMENT SHOW – December 9-12
Apply, Lloyd Haines, Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ontario.

Chemicals and Allied Industries including Plastics

CALGARY (ALBERTA, CANADA): THE NATIONAL PETROLEUM SHOW – May 7-10
Apply, Marketing Exhibitions Ltd., 48 Westside, London, SW18 (Tel. 01-874 2325/6/7).

JOHANNESBURG: PLASTIC '68 – August 19-24
Apply, S.A. Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

MONTREAL: THE CANADIAN CHEMICAL AND EQUIPMENT EXHIBITION – September 24-26
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

SYDNEY: CHEMICAL PETROLEUM AND GAS INDUSTRIES EXHIBITION – October
Apply, Industrial & Trade Fairs Pty. Ltd., P.O. Box 428, Sydney.

TOKYO: 9TH MAINTENANCE SHOW AND CHEMICAL PLANT SHOW – October 7-12
Apply, Japan Management Association, 25 Shiba Park, Minato-Ku, Tokyo.

OSAKA: 2ND INTERNATIONAL FAIR OF PLASTICS (JAPANPLAS) – October 9-18
Apply, Plastic Technical Society of Japan, The Osaka Municipal Building, Kita-Ogimachi, Kita-Ku, Osaka, Japan.

Clothing and Footwear

TORONTO: MEN'S AND BOYS' APPAREL MARTS – March 31-April 3
Apply, Men's and Boys' Apparel Mart Committee, 465 Wilson Avenue, Downsview, Ont.

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – March 31-April 3
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, N.Y.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – April 6-13
Apply, Seymour Schimel, Executive Director, 475 Fifth Avenue, New York, NY. 10017.

ATLANTIC CITY: FOOTWEAR MANAGEMENT CONFERENCE AND EXHIBITION – June 6-8
Apply, Louise Collins, Exhibition Manager, 342 Madison Ave., New York, N.W. 10017.

1968, *continued*

MONTREAL: CANADIAN SHOE AND LEATHER FAIR – September 29-October 1
* Apply, Mr. J. Guy-Maheu (General Manager), 1010, Sainte Catherine Street, West, Montreal 2, Quebec.

CHICAGO: NATIONAL SHOE FAIR OF AMERICA – October 6-9
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th and 7th Avenue, New York, N.Y.

NEW YORK: NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION – October 27-30
Apply: J. Goldstein, Esq., 347 Fifth Avenue, New York.

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – November 22-26
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, N.Y.

Display and Shop Equipment

PHILADELPHIA: NATIONAL CONVENTION AND EXHIBITION OF AUTOMATIC MERCHANDISING – September 14-17
Apply, S. Schapiro, Esq., Executive Director, 7 S. Dearborn Street, Chicago, Illinois, U.S.A.

Engineering, Radio and Electrical Goods

TOKYO: 8TH INTERNATIONAL INDUSTRIAL AND ENGINEERING MATERIAL SHOW – March 9-14
Apply, Nikkan Kogyo Shimbun Ltd., 1-1 Iida-machi, Chiyoda-Ku, Tokyo.

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION – March 11-15
Apply, American Society of Metals, Metals Park, Ohio.

WASHINGTON: 13TH ANNUAL INTERNATIONAL GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 17-21
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

NEW YORK: INSTITUTE ELECTRICAL AND ELECTRONIC ENGINEERS INTERNATIONAL CONVENTION – March 18-21
* Apply, William C. Copp, 72 W.45 Street, New York, N.Y. 10036.

CLEVELAND: NATIONAL ASSOCIATION OF CORROSION ENGINEERS – March 18-22
Apply, R. W. Huff, Esq., 980, M and M Building, Houston, Texas 77002.

WASHINGTON: AMERICAN FEDERATION OF INFORMATION, PROCESSING SOCIETY SPRING JOINT COMPUTOR CONFERENCE – March 21-23
* Apply, H. G. Asmus, Executive Secretary, Room 504, 211 E 43rd Street, New York, N.Y. 10017.

PHILADELPHIA: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 25-28
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

CHICAGO: AMERICAN WELDING SOCIETY SHOW – April 1-5
Apply, The American Welding Society, 345 East 47th Street, New York.

NAIROBI: EAST AFRICAN INSTITUTE OF ENGINEERS, ELECTRONICS GROUP ANNUAL EXHIBITION (ELECTRO 68) – April 3-6
Apply, The Organiser/Consultant, David Hart, Electro 68, P.O. Box 21130, Nairobi.

CHICAGO: DESIGN ENGINEERING SHOW – April 22-25
Apply, Clapp & Poliak Inc. Management, 245 Park Avenue, New York, N.Y. 10017

PHILADELPHIA: AMERICAN SOCIETY OF TOOL AND MANUFACTURING CONFERENCE AND TOOL SHOW (ASTME) – April 29-May 3
Apply, Leonard Abrahams Exposition Director, 20501 Ford Road, Dearborn, Michigan 48128.

CLEVELAND: AMERICAN FOUNDRYMEN'S SOCIETY CASTING CONGRESS AND EXPOSITION – April 29-May 3
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

SYDNEY: CONTROL ELECTRONICS, TELECOMMUNICATIONS INSTRUMENTS AUTOMATION EXHIBITION 'CETIA 68' – May 13-17
Apply, CETIA Exhibition Administration, Box 3629, GPO Sydney, N.S.W.

MONTREAL: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-31
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

SINGAPORE: MACHINE TOOLS, METAL WORKING AND WOODWORKING MACHINERY EXHIBITION –May/June
Apply, Light Industries Services. The Economic Development Board, Singapore.

BOSTON, MASS.: NATIONAL COMMUNITY TELEVISION ASSOCIATION – June 30-July 3
Apply, Wally Briscoe, Convention Manager, 815 17th Street, N.W., Washington, D.C.

SYDNEY: MECHANICAL MATERIALS HANDLING EQUIPMENT EXHIBITION – July 8-12
Apply, Industrial & Trade Fairs Pty. Ltd., P.O. Box 428, Sydney.

LOS ANGELES: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 20-23
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

TOKYO: JAPAN ELECTRONIC SHOW – September 14-24
Apply, Electronic Industries Association of Japan, Takyo Chamber of Commerce & Industry Building, 14 Marunouchi 3 - chome, Chiyoda – Ku, Tokyo, Japan.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING 'ELECTRA 68' – September 16-21
Apply, South African Exhibition Organisers (Pty.) Ltd., P.O. Box 2900. Johannesburg.
U.K. Agents:– Brintex Ltd., Exhibition Organisers, 3 Clements Inn, London, WC2 (Tel. Chancery 1200).

KYOTO: JAPAN FOUNDRY EXHIBITION (IN CONJUNCTION WITH THE 35TH INTERNATIONAL FOUNDRY CONGRESS) – October 6-12
Apply, Secretary General of Japan Foundry Exhibition, Osaka Kogyo Shorei-kan, Ueno-Cho, Enokojima, Nishi Ku, Osaka, Japan.

DETROIT: AMERICAN SOCIETY FOR METALS EXPOSITION – October 14-17
Apply, Mr. W. J. Hilty, American Society for Metals, Metals Park, Ohio 44073.

WASHINGTON, D.C.: WIRE ASSOCIATION ANNUAL CONVENTION – October 21-24
Apply, J. Edward Donnellen, The Wire Association, 299 Main Street, Stamford, Connecticut.

NEW YORK: INSTRUMENT SOCIETY OF AMER ANNUAL INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 28-31
Apply, Wm. H. Kushnick, Executive Director, Penn Sheraton, 530 Wm. Penn Place, Pittsburgh 19, Pa. 15219.

DETROIT: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 4-7
Apply, Irwin I. Chaitin, Exposition Director, 1601 W. Lafayette, Detroit, Michigan.

JOHANNESBURG: THE MACHINE TOOLS EXHIBITION – November 11-16
Apply, South African Exhibition Organisers (ty.) Ltd., P.O. Box 2900, Johannesburg.

CHICAGO: ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-11
* Apply, General Manager, National Electronics Conference, Inc., 228 North La Salle Street, Chicago, Illinois 60601.

Foodstuffs, Food Machinery, Hotel and Catering

MINNEAPOLIS: INSTITUTE OF FOOD TECHNOLOGISTS ANNUAL MEETING – May 19-24
Apply, The Institute of Food Technologists, 221 N. La Salle Street, Chicago, Illinois.

CHICAGO: 49TH ANNUAL NATIONAL RESTAURANT CONVENTION – May 20-23
Apply, J. Flaherty 1530, N Lakeshore Drive, Chicago Illinois 60610.

CHICAGO: NATIONAL CONFECTIONERS ASSOCIATION OF THE U.S. – May 26-29
Apply, John M. Scheer, 36 South Wabash, Chicago, Illinois, 60603.

SYDNEY: CATERING TRADE FAIR – June 17-21
Apply, Industrial & Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, North Sydney, N.S.W. 2060, P.O. Box 428, North Sydney.

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 4-7
* Apply, Charles Snitow Organisation Inc., 331 Madison Avenue, New York, N.Y. 10017.

FT. LAUDERDALE FLA.: BISCUIT AND CRACKER DISTRIBUTORS ASSOCIATION – October
Apply, J. M. O. Kane, Executive Secretary, 2330 Victory Parkway, Cincinnati 45206.

TORONTO: SUPERMARKET SHOW – October 7-9
Apply, Industrial & Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HOTEL EXPOSITION – November 11-14
Apply, General Manager, National Hotel Exposition, 141 West 51st Street, New York, N.Y. 10019.

Furniture, Furnishings, Household Equipment and Hardware

TORONTO: NATIONAL INTERIOR DESIGN SHOW – October 28-30
Apply, Robert M. Gowdy, Show Manager, National Interior Design Show, 450 Alliance Avenue, Toronto 9, Ontario.

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – July 15-19
Apply, National Housewares Manufacturers Association, 1130 Merchandise Mart, Chicago, Illinois 60654.

MONTREAL: FALL HARDWARE SHOW – September 9-11
* Apply, Industrial & Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HARDWARE SHOW – October 7-10
* Apply, Charles Snitow Organisation, 331 Madison Avenue, New York, N.Y. 10017.

Handicrafts and Fancy Goods

BOSTON: GIFT SHOW – March 9-14
Apply, Donald C. Little Management, 220 Fifth Avenue, New York, N.Y. 10001.

MONTREAL: GIFT SHOW – March 11-14
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

NEW ORLEANS: GIFT AND JEWELLERY SHOW – July 28-31
Apply, Helen Brett Enterprises 6 East Monroe Street, Chicago, Illinois 60603.

SAN FRANCISCO: GIFT SHOW – August 4-7
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

NEW YORK: NATIONAL JEWELLERY TRADE SHOW – August 6-10
Apply, Perry R. Ellsworth, Adm. Secretary, 1025 Vermont Avenue, N.W., Washington D.C., 20005.

MINNEAPOLIS: GIFT AND JEWELLERY SHOW – August 25-28
Apply, Helen Brett Enterprises Inc., 6 East Monroe Street, Chicago 3, Illinois.

MONTREAL: GIFT SHOW – August 26-29
Apply, National Gift Shows, Seecombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

DALLAS: DALLAS TRADE MART GIFT SHOW – September 1-5
Apply, Jim W. Wray Jr., Manager, 3000 Trade Mart, Dallas.

BOSTON: GIFT SHOW – September 14-19
Apply, Donald C. Little Management, 220 Fifth Avenue, New York. N.Y. 10001.

TORONTO: GIFT SHOW – September 16-19
Apply, Angus Baxter VP, 443 Mount Pleasant Road, Toronto, Ontario.

Hospital and Medical Equipment

LIMA: INTERNATIONAL MEDICAL EXHIBITION TECNOMED – April 21-28
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1

HAVANA (CUBA): BRITISH MEDICAL EXHIBITION – May 1-16
Apply, Mrs. I. M. Janzen, Board of Trade, Room 430, Broadway Buildings, London, SW1 (Tel. 01-222 7877 Ext. 2489).

TORONTO: ANNUAL CONVENTION, THE ONTARIO MEDICAL ASSOCIATION – May 6-10
Apply, A. K. Gillies, Executive Secretary, Ontario Medical Association, 244 St. George Street, Ontario, Canada.

TORONTO: ANNUAL CONVENTION – ONTARIO DENTAL ASSOCIATION – May 12-15
Apply, Mrs. W. C. Durham, Secretary-Treasurer, The Ontario Dental Association, 230 St. George Street, Toronto 5, Ontario.

MONTREAL: INTERNATIONAL MEDICAL CONGRESS –August 25-31
Apply, 5th International Congress of Physical Medicine, 6300 Darlington Avenue, Montreal PQ, Canada.

ATLANTIC CITY: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – September 16-19
Apply, The American Hospital Association, 840 North Lake Shore Drive, Chicago, Illinois, 60611.

JOHANNESBURG: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – September 16-21
Apply, South African Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesberg.

TORONTO: 43RD ANNUAL CONVENTION, ONTARIO HOSPITAL ASSOCIATION – October 28-30
Apply, Mr. G. S. Roberts, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive, Don Mills, Ontario.

WASHINGTON: THE AMERICAN DENTAL ASSOCIATION – October 28-31
Apply, John J. Hollister, American Dental Association, 211 East Chicago Avenue, Chicago, Illinois, 60611.

Laundry and Allied Services

DETROIT: NATIONAL INSTITUTE OF DRYCLEANING AND AMERICAN INSTITUTE OF LAUNDERING – March 20-24
* Apply George P. Fulton, G.M., 909 Burlington Avenue, Silver Spring, Md 20910.

Leather, Leather Goods and Fur

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXHIBITION – May 21-23
Apply, Tanners Council of America Inc., 411 Fifth Avenue, New York, N.Y. 10016.

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXHIBITION – October 31-November 2
Apply, Mr. Miller, Tanners Council of America, Inc., 411 Fifth Avenue, New York, N.Y. 10016.

Motor Vehicles, Motor Cycles and Bicycles

MELBOURNE: INTERNATIONAL MOTOR SHOW – March 7-16
Apply, Chamber of Automotive Industries, Victoria, Australia.

MIAMI: INTERNATIONAL AUTO SHOW – February 16-22
Apply, Manuel Sherman, 1300 Boylston Street, Chestnut Hill, Mass.

CHICAGO: AUTOMOBILE SHOW – February 23-March 3.
Apply, Edw. L. Cleary, 35 E. Wacker Drive, Chicago, Illinois.

NEW YORK: INTERNATIONAL BICYCLE AND MOTORCYCLE SHOW – March 10-14
Apply, International Trade Shows, 545 Fifth Avenue, New York, N.Y. 10017.

NEW YORK: INTERNATIONAL AUTOMOBILE SHOW – March 30-April 7
Apply, Chas. Snitow Management, 331 Madison Avenue, New York City, N.Y.

LOS ANGELES: INTERNATIONAL CUSTOM CAR AND MOTORCYCLE SHOW – April 25-28
Apply, R. Gary Canning, P.O. Box 400, Maywood, California.

LOS ANGELES: IMPORTED AUTOMOBILE AND SPORTS CAR SHOW – May 30-June 7
Apply, Imported Automobile and Sports Car Show, 8533 Sunset Boulevard, Los Angeles, California.

JOHANNESBURG: THE COMMERCIAL TRANSPORT SHOW – October 14-19
Apply, South African Exhibition Organisers (Pty.) Ltd., P.O. Box 2900, Johannesburg.

BOSTON: NEW ENGLAND INTERNATIONAL AUTO SHOW – October 21-27
Apply, Manuel Sherman, 1300 Boylston Street, Chestnut Hill, Mass.

SYDNEY: AUTOMOTIVE SPARE PARTS EXHIBITION AND SYMPOSIUM – November
Apply, Exhibition Promotions Pty. Ltd., P.O. Box 4292, G.P.O. Sydney.

TOKYO: 10TH TOKYO AUTO SHOW (INTERNATIONAL) – November 13-20
Apply, Japan Automobile Importers Association, Mubanchi, Yotsuya, 1-Chome, Shinjuku-Ku, Tokyo.

DETROIT: AUTOMOBILE SHOW – November 30-December 8
Apply, Boyce Topa, 625 Lincoln Avenue, Detroit.

Music and Musical Instruments

CHICAGO: NATIONAL ASSOCIATION OF MUSIC MERCHANTS ANNUAL CONVENTION AND MUSIC SHOW – June 23-27
Apply, Mr. Foster Lee, Show Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois, 60606.

Office Machinery and Equipment

BRISBANE: BUSINESS EFFICIENCY EXHIBITION – October 7-11
Apply, Exhibition Promotions Pty. Ltd., 33 Queen's Road, Melbourne.

Packaging Machinery and Materials

NEW YORK: AMERICAN NATIONAL PACKAGING EXHIBITION – May 6-9
Apply, Clapp & Poliak Inc., 341 Madison Avenue, New York, N.Y. 10017.

SYDNEY: INTERNATIONAL PACKAGING EXHIBITION – June 17-22
Apply, Exhibition Promotions Pty. Ltd., P.O. Box 4292, G.P.O., Sydney.

NEW YORK: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE (NEP-CON EAST) – June 4-6
Apply, Jerome H. Brown, President National Exp. Co., 14 W 40th Street, New York, N.Y. 10017.

TOKYO: INTERNATIONAL PACKAGING EXHIBITION – September 4-10
Apply, Japan Packaging Institute, Tokyo International Trade Centre, Harumi, Tokyo.

BALTIMORE: 2ND INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – October 28-November 1
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 5-7
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

Printing and Stationery

TOKYO: '68' JAPAN PRINTING SHOW – April 11-15
Apply, Japanese Printing and Bookbuilding Machinery Manufacturers' Association, Kikai Shinko Kaikan, 21-1-5, Shiba Park, Minato Ku, Tokyo.

OSAKA: JAPAN PRINTING SHOW – May 24-27
Apply, Printing and Publishing Institute, 3, 4 Chome, Tani machi, Higashi-Ku, Osaka.

CHICAGO: INTERNATIONAL PRINTING AND ALLIED TRADES EXHIBITION – 'PRINT '68' – June 20-25
Apply, Show Company, 1605 North Cahuenga Boulevard, Los Angeles, California, 90028.

Scientific, Surgical and Photographic Instruments

MONTREAL: CANADIAN NUCLEAR ASSOCIATION INTERNATIONAL CONFERENCE AND EXHIBITION June 9-13. Mount Royal Hotel
* Apply, R. F. Gross, General Manager, Canadian Nuclear Association, 19 Richmond Street W, Toronto 1, Ontario.

CHICAGO: INTERNATIONAL EXPOSITION OF PROFESSIONAL PHOTOGRAPHY – August 4-9
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

WASHINGTON: ATOMFAIR – November 10-14
* Apply, Jerome H. Brown, Pres. National Exposition Co., 14 W 40th Street, N.Y.C., 10018.

Ships and Boats

TOKYO: 7TH TOKYO BOAT SHOW – March 29-April 1
Apply, Japan Boating Promotion Association, 3-2 Ginza, Chuo-Ku, Tokyo.

MELBOURNE: NATIONAL BOAT SHOW AND SPORTING EXHIBITION (INCLUDES CARAVANS, CAMPING AND TRAVEL EQUIPMENT) – July 18-27
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

CHICAGO: MARINE TRADES EXHIBIT AND CONFERENCE – September 19-22
* Apply, Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 3, Illinois, 60603.

Textiles

GREENVILLE: SOUTHERN TEXTILE EXPOSITION – October 21-25
Apply, Southern Textile Exposition, Textile Hall, P.O. Box 5823, Station B, Greenville, S.C.

Toys, Games and Sports Equipment

NEW YORK: 18TH INTERNATIONAL TOY AND TRADE FAIR – March 10-14
Apply, International Trade Shows, 545 Fifth Avenue, New York, NY 10017.

1968, *continued*

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 15-23
Apply, Canadian National Sportsmen's Show, 85 King Street, E. Toronto 1.

SYDNEY: INTERNATIONAL TOY FAIR – March 17-21
Apply, The Organizer, International Toy Fair (1967), Australian British Trade Association, 4 Bridge Street, Sydney, NSW.

CHICAGO: AMERICAN FISHING TACKLE MANUFACTURERS ASSOCIATION – August 4-7
* Apply, A. J. Boehm, 20 North Wacker Drive, Chicago, Illinois, 60606.

TOKYO: JAPAN INTERNATIONAL TOY FAIR – October 15-18
Apply, Japan International Toy Fair Association, 3-14-11 Kotobuki, Taito Ku, Tokyo.

ANAHEIM (CALIFORNIA): NATIONAL SPORTING GOODS ASSOCIATION – October 26-29
Apply, G. Marven Shutt, Executive Director, 23E Jackson Boulevard, Chicago, 60604.

Wood and Woodworking Machinery

GREENVILLE: WOODWORKING MACHINERY AND EQUIPMENT SHOW – May 15-21
Apply, R. G. Trosper, American Woodworking Machine, P.O. Box 13005, Golden Gate Station, Greensboro Station, N. Carolina.

Other Specialized Fairs

NEW YORK: THE INTERNATIONAL BEAUTY SHOW – March 24-27
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

TORONTO: ANNUAL CONFERENCE – INDUSTRIAL ACCIDENT PREVENTION ASSOCIATION – April 8-9
Apply, D. E. Ireland, Esq., Manager Public Service Department, Industrial Accident Prevention Associations, 90 Harbour Street, Toronto 1, Ontario.

NEW YORK: THE NEW YORK PREMIUM SHOW – April 22-25
Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

TORONTO: CANADIAN ASSOCIATION OF PURCHASING AGENTS – May 26-28. (Queen Elizabeth Hotel)
* Apply, W. A. Small, Managing Director, 375 Bay Street, Toronto 1, Ontario, 366-3043.

DALLAS: NATIONAL EDUCATION ASSOCIATION OF THE UNITED STATES – June 30-July 5
Apply, Dr. R. E. Carpenter, Assistant Executive Secretary, 1201 16th Street N.W., Washington, D.C., 20036.

1969 General

ACCRA: INTERNATIONAL TRADE FAIR – February 5-23
Apply, Ghana International Trade Fair, Ministry of Trade, P.O. Box M.47, Accra.

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 20
* Apply, Tripoli International Trade Fair, Giaddat O Muktar Tripoli. P.O. Box 891, Tripoli.

TORONTO: NATIONAL INDUSTRIAL PRODUCTION SHOW OF CANADA – May 5-9
† Apply, Show Manager, Production Show, '69, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

SYDNEY: BUSINESS EFFICIENCY FAIR – May
Apply, Exhibition Promotions Pty Ltd., P.O. Box 4292, G.P.O. Sydney.

TUNIS: INTERNATIONAL FAIR – May 23-June 8
Apply, Foir International de Tunis., Palais de la Foire, Avenue Gambetta, Tunis.

NDOLA: ZAMBIA TRADE FAIR – June-July
Apply, Zambia Industrial and Commercial Show Society, David Appleton Ltd., P.O. Box 1058. NDOLA.

AUKLAND: INTERNATIONAL TRADE FAIR – August 20-September 6
Apply, 1969 International Trade Fair Committee Epsom Showgrounds, Greenlane, Auckland, NZ.

IZMIR: INTERNATIONAL FAIR – August 20-September 20
* Apply, J. S. Rogers, British Chamber of Commerce of Turkey Inc., 69 Cannon Street, London, EC4 (Tel. City 4444).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

ALGIERS: 4TH INTERNATIONAL TRADE FAIR – September
* Apply, Algerian Chamber of Commerce & Industry, Algiers.

SYDNEY: INTERNATIONAL TRADE FAIR – October
† Apply, Industrial and Trade Fairs Holdings Ltd., Commonwealth House, 1-19 New Oxford Street, London, WCI (Tel. Chancery 9011).

TEHRAN: SECOND ASIAN INTERNATIONAL TRADE FAIR – October 5-24
Apply, Iran Exhibitions Organisation, Ministry of Economy, P.O. Box 22, Tajrish, Tehran.

1969 Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

MINNEAPOLIS: RETAIL FARM EQUIPMENT ASSOCIATION, MINNESOTA AND SOUTH DAKOTA – January
* Apply, Kenneth L. Austin, Secretary-Manager, 129E Broadway, Owatonna, Minnesota.

TORONTO: CANADA FARM & INDUSTRIAL EQUIPMENT SHOW – January
* Apply, Ontario Retail Farm Equipment Dealers Association, 145 Sheppard Avenue East, Willowdale, Ontario.

LOUISVILLE: NATIONAL FARM MACHINERY SHOW – February
* Apply, William B. Grant, Jr. Sec-Treas, 1237 Commonwealth Bldg., Louisville, Kentucky 40202.

Building and Public Works

HOUSTON: NATIONAL ASSOCIATION OF HOME BUILDERS – January 19-23
Apply, National Association of Home Builders, 1625 L Street, N.W. Washington DC 20036.

CLEVELAND OHIO: CONCRETE INDUSTRIES EXPOSITION – January 20-23
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, SW18 (Tel. 01-874 2325/6/7).

Chemicals and Allied Industries including Plastics

TOKYO: INTERNATIONAL HYDRAULIC & PNEUMATIC MACHINERY FAIR – October
Apply, Secretariat Office, International Hydraulic and Pneumatic Machine Fair, The Nichon Kogyo Shimbun 3, 1 Chome, Ohtemachi, Chiyoda-Ku, Tokyo, Japan.

Clothing and Footwear

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 23-26
Apply, Seymour Schimel, Exec. Director, 475 Fifth Avenue, New York, NY 10017.

MONTREAL: CANADIAN SHOE & LEATHER FAIR – September 28-30
Apply, Jean-Guy Maheur, Gen. Manager, 1010 Ste Catherine W. Montreal 2, Quebec.

CHICAGO: NATIONAL SHOE FAIR OF AMERICA – October 5-8
Apply, Edward A. Launzel Manager, Park Sheraton, 56th Street & 7th Avenue, New York, NY.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 19-22
Apply, Seymour Schimel, Exec. Director, 475 Fifth Avenue, New York, NY 10017.

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – November
Apply, Edward A. Launzel Manager, Park Sheraton, 56th Street & 7th Avenue, New York, NY.

Display and Shop Equipment

CHICAGO: NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION CONVENTION & EXHIBITION – October 18-21. At McCormick Place
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 3, Illinois 60603.

Engineering, Radio and Electrical Goods

MELBOURNE: 5TH INTERNATIONAL ENGINEERING SHOW – August 4-9
Apply, General Exhibitions Fairs and Conventions (VIC) Pty. Ltd., 392 St. Kilda Road, Melbourne.

SAN FRANCISCO: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 19-22. At Cow Palace
* Apply, Mr. D. Larsen, 3600 Wilshire Boulevard, Los Angeles 15.

CHICAGO: AMERICAN SOCIETY FOR METALS EXPOSITION – October 19-23
* Apply, W. J. Hilty, American Society for Metals Park, Ohio 44073.

HOUSTON: INSTRUMENT SOCIETY OF AMERICA ANNUAL INSTRUMENT AUTOMATION CONFERENCE & EXHIBITION – October 27-30
Apply, Wm. H. Kunshnick, Exec. Director, Penn Sheraton, 530 Wm. Penn Place, Pittsburg, Pa 15219.

NAGOYA: INTERNATIONAL SPRING MAKING MACHINERY SHOW – November
Apply, Spring Machinery Industry Association, Aichi Prefectorial Industrial and Trade Centre, Nagoya, Japan.

Furniture, Furnishings, Household Equipment and Hardware

ATLANTIC CITY: CHINA AND GLASS SHOW – January
Apply, Walter Nelson Esq., 71 W. 23rd Street, New York.

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – January 13-17
Apply, National Housewares Manufacturers Association, 1130 Merchandise Mart, Chicago, Illinois 60654.

TORONTO: CANADIAN HARDWARE SHOW – February 3-6
Apply, V. G. Taylor, Manager, 890 Merton Street, Toronto 7. Ont.

Handicrafts and Fancy Goods

SAN FRANCISCO: GIFT SHOW – February 2-5
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

TORONTO: GIFT SHOW – February 16-19
Apply, Angus Baxter VP, 443 Mount Pleasant Road, Toronto, Ont.

DALLAS: DALLAS TRADE MART GIFT SHOW – February 16-21
Apply, Jim W. Wray Jr. Manager, 3000 Trade Mart Dallas.

DALLAS: DALLAS TRADE MART GIFT SHOW – August 31-September 5
Apply, Jim W. Wray Jr. Manager, 3000 Trade Mart Dallas.

TORONTO: GIFT SHOW – September 29-October 2
Apply, Angus Baxter VP. 443 Mount Pleasant Road, Toronto, Ont.

Motor Vehicles, Motor Cycles and Bicycles

CHICAGO: INTERNATIONAL AUTOMOTIVE SERVICE INDUSTRIES SHOW – February 26-28
Apply, H. Erickson Junior, Show Manager, 28E Jackson Blvd. Chicago, Illinois, 6064.

Packaging

MELBOURNE: INTERNATIONAL CONTAINERISATION AND SERVICE EXHIBITION – March
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

MINNEAPOLIS: UPPER MIDWEST PACKAGING AND HANDLING EXPOSITION – October 20-22
Apply, Harry Cory Trade Shows Inc., 1441 Northwestern Bank Building Minneapolis, Minnesota, 55402.

Scientific, Surgical and Photographic Instruments

SAN FRANCISCO: ATOMFAIR – December 1-5
* Apply, Jerome H. Brown, Pres. National Exposition Co. 14 W. 40th Street, NYC 10018.

Ships and Boats

NEW YORK: NATIONAL BOAT SHOW – January 22-February 2
Apply, Jos E Choate Adm VP, 420 Lexington Avenue, Room 2720, New York, 10017.

MELBOURNE: NATIONAL BOAT SHOW & SPORTING EXHIBITION (INCLUDES CARAVANS, CAMPING AND TRAVEL EQUIPMENT) – July 17-26
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

Toys, Games and Sports Equipment

MONTREAL: CANADIAN TOY FAIR – February 27-March 6
Apply, W. Griffith, Secretary, Room 1307, 67 Yonge Street, Toronto, W.

1970 Specialized

Office Machinery and Equipment

OSAKA: JAPAN WORLD EXPOSITION – March 15-September 13, 1970
Apply, Japan Association for the 1970 World Exposition, Mido Building, 27 Hommachi 4-Chome, Higashi-Ku, Osaka.

1970 General

MELBOURNE: BUSINESS EFFICIENCY FAIR – May
Apply, Exhibition Promotions Pty Ltd., 415, Bourke Street, Melbourne.

SECTION IV

Trade Fairs and Exhibitions in the United Kingdom

1968 General

BRIGHTON: 4TH FRANCO-BRITISH FAIR – September 7-15. At Metropole Exhibition Halls
† Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton, 1. Sussex (Tel. Brighton 26189).

SCARBOROUGH: INSTITUTE OF PURCHASING & SUPPLY MINIBITION – October 3-5. At Grand Hall
* Apply, Institute of Purchasing & Supply, York House, Westminster Bridge Road, London, SE1 (Tel. 01-928 1851).

1968 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

LONDON: NATIONAL ANGLING SHOW – May 14-18. At RHS New Hall, SW1
* Apply, 'Anglers' Mail', Odhams Press Ltd., 96 Long Acre, London, WC2 (Tel. 01-836 2468).

BELFAST: 101ST ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 22-25. At Show Grounds, Balmoral
* Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast, 9 (Tel. Belfast 665225).

SHEPTON MALLET: BATH & WEST SHOW – May 29-June 1. At Shepton Mallet
* Apply, Major The Lord Darling, Secretary, Bath & West & Southern Counties Society, 3 Pierrepont Street, Bath, Somerset (Tel. Bath 3010).

MALVERN: THREE COUNTIES SHOW – June 11-13. At Permanent Showyard
* Apply, Glynne Hastings, Secretary Three Counties Agricultural Society, Malvern, Worcestershire (Tel. Malvern 61731).

EDINBURGH: ROYAL HIGHLAND SHOW – June 18-21. At Ingliston, near Edinburgh
* Apply, Royal Highland & Agricultural Society of Scotland, 8 Eglington Crescent, Edinburgh, 12 (Tel. Central 6106).

NORWICH: ROYAL NORFOLK SHOW – June 26-27. At Costessey
* Apply, Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, NOR 45J (Tel. Costessey 2000).

KENILWORTH: ROYAL SHOW – July 2-5. At National Agricultural Centre
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, SW1 (Tel. 01-235 5323).

HARROGATE: GREAT YORKSHIRE SHOW – July 9-11. At Permanent Showground
* Apply, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York (Tel. York 23166).

BUILTH WELLS: ROYAL WELSH SHOW – July 23-25. At Llanelwedd, Builth Wells
* Apply, Royal Welsh Agricultural Society Ltd., Llanelwedd, Builth Wells, Brecs (Tel. Builth Wells 3183).

LONDON: ROYAL INTERNATIONAL DAIRY SHOW – October 19-23. At Olympia
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W1 (Tel. 01-580 6903).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 2-6. At Earls Court
* Apply, Smithfield Show Joint Committee, Forbes House, Halkin Street, London, SW1 (Tel. 01-235 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 4-6. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Aircraft and Aeronautical Equipment

FARNBOROUGH: FLYING DISPLAY & EXHIBITION – September 16-22. At Royal Aircraft Establishment
† Apply, The Society of British Aerospace Companies, 29 King Street, London, SW1 (Tel. 01-839 3231).

Building and Public Works

MANCHESTER: 27TH BUILDING TRADES EXHIBITION – October 8-19. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. Deansgate 6363).

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 11-16. At Olympia
† Apply, Municipal Agency Ltd., 3-4 Clements Inn, London, WC2 (Tel. 01-242 1200).

Caravans

LONDON: 1968 INTERNATIONAL CARAVAN AND CAMPING EXHIBITION – November 6-16. At Earls Court
* Apply Daily Mail, Exhibition Department, Temple House, Temple Avenue, London, EC4 (Tel. Fleet Street 6000).

Chemicals and Allied Industries including Plastics

LONDON: INTERPHEX 1968 – March 12-14 RHS New Hall, SW1
Apply, BPS Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672/3084).

LONDON: 20TH TECHNICAL EXHIBITION (OCCA 20) – March 25-29. At Alexandra Palace, N22
* Apply, Oil and Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, EC2 (Tel. 01-606 1439).

LONDON: THE REINFORCED PLASTICS EXHIBITION – November 12-15. At Earls Court
† Apply Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Clothing and Footwear

LONDON: AUTUMN SHOES EXHIBITION – March 31-April 3. At Russell Hotel, WC1
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, EC2 (Tel. Shoreditch 2071).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – April 3-May 31. Fashion Parades at various dates throughout the period
Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 92 New Cavendish Street, London, W1 (Tel. 01-580 3353).

1968, *continued*

ALSO INCORPORATING: LONDON FASHION EXPORT WEEKS – April 16-27
* Apply, Clothing Export Council, 54 Grosvenor Street, London, SW1 (Tel. 01-493 8882).

LONDON: 32ND JUNIOR FASHION FAIR – April 22-25. At RHS Old Hall, SW1
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1 (Tel. Museum 1833/4).

LONDON: 18TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 22-25. At Piccadilly Hotel, W1
Apply, Mr. H. Goodier, MBE, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W1 (Tel. 01-580 3353).

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – April 23-27. At Olympia
* Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. Fleet Street 6444).

LONDON: FOOTWEAR COMPONENTS EXHIBITION – May 24-27. At Washington Hotel, W1
* Apply, R. G. Bowey, Esq., 6 Pembroke House, Upperton Road, Eastbourne, Sussex (Tel. Eastbourne 32576).

LONDON: SPRING SHOES EXHIBITION – October 6-9. At Olympia
* Apply, British Footwear Manufacturers Federation, 72 Dean Street, London, W1 (Tel. Gerrard 5573).

HARROGATE: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – October 7-10. At Exhibition Hall
* Apply, Menswear Association of Britain Ltd., 293 Regent Street, London, W1 (Tel. 01-580 2918).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – October 9-November 30. Fashion Parades at various dates throughout the period
Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 92 New Cavendisth Street, London, W1 (Tel. 01-580 3353).

ALSO INCORPORATING: LONDON FASHION EXPORT WEEKS – October 21-November 2
* Apply, Clothing Export Council, 54 Grosvenor Street, London, SW1 (Tel. 01-493 8882).

LONDON: 19TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 21-24. At Royal Institute Galleries, Piccadilly, W1
* Apply, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W1 (Tel. 01-580 5036).

LONDON: 33RD JUNIOR FASHION FAIR – October 21-25. At RHS Old Hall, SW1
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W1 (Tel. Museum 1833/4).

Display and Shop Equipment

LONDON: SHOPSHOW INTERNATIONAL – April 22-25. At Earls Court
† Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, EC4 (Tel. Fleet Street 1555).

Engineering, Radio and Electrical Goods

LONDON: 14TH INTERNATIONAL ELECTRICAL ENGINEERS (ASEE) EXHIBITION – March 27-April 3. At Earls Court
† Apply, Electrical Engineers (ASEE) Exhibition Ltd., 6 Museum House, 25 Museum Street, WC1 (Tel. Museum 3450).

LONDON: INTERNATIONAL AUDIO FESTIVAL & FAIR – April 18-21. At Hotel Russell, WC1
* Apply, C. Rex-Hassan and Associates, 42 Manchester Street, London, W1 (Tel. Hunter 2080).

LONDON: INTERNATIONAL INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 13-18. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyle Street, London, W1 (Tel. 01-437 1622).

LONDON: MECHANICAL HANDLING EXHIBITION – May 14-24. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LEICESTER: INTERNATIONAL SHOE MACHINERY EXHIBITION (ISMEX '68) – May 20-24. At Granby Halls
Apply, Shoe and Leather News (Exhibitions) Ltd., 84-88 Great Eastern Street, London, EC2 (Tel. Shoreditch 2071).

LONDON: INDUSTRIAL FINISHING & ANTI-CORROSION EXHIBITION – June 10-14. At Earls Court
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL PIPES AND PIPELINE ENGINEERING EXHIBITION – June 10-14. At Earls Court
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL MACHINE TOOL EXHIBITION – June 27-July 11. At Olympia
Apply, The Secretary, Machine Tool Trades Association, 25/28 Buckingham Gate, London, SW1 (Tel. Victoria 7542).

HARROGATE: THE MAJESTIC EXHIBITION OF FINE LIGHTING – July 15-18. At Hotel Majestic
* Apply, The Decorative Lighting Manufacturers' Association, 25 Dalling Road, London, W6 (Tel. 01-748 0200).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION – September 9-13. At Olympia
† Apply, Commercial Exhibitions Ltd., The Tower, 229/243 Shepherds Bush Road, Hammersmith, London, W6 (Tel. Riverside 3071).

LONDON: 21ST ENGINEERING EXHIBITION – October 15-18. At RHS New Hall, SW1
* Apply, Engineering Industries Association, Southern Region, 9 Seymour Street, London, W1 (Tel. Welbeck 2241).

LONDON: ENGINEERING MATERIALS AND DESIGN EXHIBITION – December 2-6. At Olympia
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Foodstuffs, Food Machinery, Hotel and Catering

MANCHESTER: THE LICENSED VICTUALLERS' FAIR – March 4-9. At Belle Vue
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – April 16-27. At Kelvin Hall
* Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. Deansgate 6363).

LONDON: MEAT INDUSTRY EXHIBITION – April 22-25. At Earls Court
† Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, EC4 (Tel. Fleet Street 1555).

NEWCASTLE-UPON-TYNE: 3RD TYNESIDE HOTEL, INDUSTRIAL CATERING AND LICENSED VICTUALLERS' EXHIBITION – April 23-26. At High Gosforth Park
* Apply, Slade Promotions Limited, 52 Shaftesbury Avenue, London, W1 (Tel. 01-437 4260/01-734 7400).

MANCHESTER: 33RD GROCERS' EXHIBITION – THE NORTH'S 1968 FOOD FAIR – May 7-18. At Belle Vue
† Apply, Alban Curtis Esq., Grocers Association, 391/3 Corn Exchange, Manchester, 4 (Tel. Blackfriars 4969).

LONDON: LONDON INTERNATIONAL FOOD AND DRINK FAIR – September 5-14. At Olympia
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: 6TH FOOD PROCESSING, PACKAGING AND MACHINERY EXHIBITION (FOODPACK INTERNATIONAL 68) – October 15-18. At Alexandra Palace, N22
† Apply, BPS Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672/3084).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: DAILY MAIL IDEAL HOME EXHIBITION – March 5-30. At Olympia
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, EC4 (Tel. Fleet Street 6000).

MANCHESTER: MANCHESTER EVENING NEWS AND CHRONICLE BRIGHTER HOMES EXHIBITION – March 12-30. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. Deansgate 6363).

LONDON: SPRING ANTIQUES FAIR – March 20-30. At Chelsea Old Town Hall
* Apply Antique Dealers (Exhibitors and Organizers) Ltd., 21 George Street, St. Albans, Herts. (Tel. St. Albans 56069).

LONDON: INTERNATIONAL CONTRACT FURNISHING & INTERIOR DECOR EXHIBITION (DECOR INTERNATIONAL) – May 27-31. At Olympia
* Apply, Westbourne Exhibitions Ltd., Crown House, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER: THE 1968 BRITISH FURNITURE MANUFACTURERS' MANCHESTER EXHIBITION – August 12-15. At Belle Vue and City Hall
* Apply, BFM Exhibitions Ltd., 17 Berners Street, London, W1 (Tel. Langham 5115).

HARROGATE: NORTHERN FLOOR COVERINGS FAIR – September 10-13. At the Exhibition Centre
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-249 9011).

Handicrafts and Fancy Goods

LONDON: 16TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 30-September 14. At Olympia
* Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. Municipal 2599).

LONDON: 4TH DO-IT-YOURSELF TRADEX – September 3, 4, 5 and 10, 11, 12. At Olympia
* Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. Municipal 2599).

MANCHESTER: DO-IT-YOURSELF EXHIBITION – November 5-16. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. Deansgate 6363).

Heating and Ventilating

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – April 22-27. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

MANCHESTER: 8TH NATIONAL DOMESTIC HEATING AND INSULATION-IN-THE-HOME EXHIBITION – September 10-14. At Free Trade Hall
* Apply, John Clarke (Press Representations) Ltd., 11/13 Bridge Street West, Manchester 3 (Tel. Blackfriars 6182 and 4370).

Hospital and Medical Equipment

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION AND SYMPOSIUM – July 1-4. At R.H.S. New Hall, SW1
† Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. Fleet Street 6444).

LONDON: FOURTH WORLD CONGRESS OF ANAESTHESIOLOGISTS AND TECHNICAL EXHIBITION – September 9-13. At Royal Festival Hall
Apply, Doctor Enderby, The London Clinic, 20 Devonshire Place, London, W1 (Tel. Welbeck 4444).

BLACKPOOL: ASSOCIATION OF PUBLIC HEALTH INSPECTORS' CONFERENCE & EXHIBITION – September 16-20. At Winter Gardens
* Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Motor Vehicles, Motor Cycles and Bicycles

MANCHESTER: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – April 3-7. At Belle Vue
* Apply, British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry (Tel. Coventry 27427).

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 20-28. At Earls Court
† Apply, A. A. Goode, Esq., Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, SW1 (Tel. 01-235 6611).

LONDON: 53RD INTERNATIONAL MOTOR SHOW – October 16-26. At Earls Court
* Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, SW1 (Tel. 01-235 6611).

Music and Musical Instruments

LONDON: BRITISH MUSICAL INSTRUMENT TRADE FAIR – August 18-22. At Russell Hotel, WC1
* Apply, Association of Musical Instrument Industries, 8 Hollywood Way, Woodford Green, Essex (Tel. Larkswood 1171).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – September 30-October 9. At Olympia
* Apply, Business Equipment Trade Association, 109, Kingsway, London, WC2 (Tel. 01-405 6233).

Packaging Machinery and Materials

LONDON: BREWING, BOTTLING AND ALLIED TRADES EXHIBITION – April 22-26. At Earls Court
Apply, Trades Markets and Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, WC2 (Tel 01-242 9011).

LONDON: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – May 27-31. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

Printing and Stationery

LONDON: INTERNATIONAL OFFSET LITHO EXHIBITION – April 16-19. At Olympia
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: SCREEN PRINTING EQUIPMENT AND POINT OF SALE EXHIBITION & CONFERENCE – April 29-May 3. At Olympia
Apply, Batiste Publications Ltd., Drummond House, 203/209 Gower Street, London, NW1 (Tel. Euston 9611).

Scientific, Surgical and Photographic Instruments

LONDON: THE PHYSICS EXHIBITION – March 11-14. At Alexandra Palace, N22
* Apply, The Institute of Physics and The Physical Society, 47 Belgrave Square, London, SW1 (Tel. Belgravia 6111).

Ships and Boats

BIRMINGHAM: BIRMINGHAM POST-EVENING MAIL BOAT AND LEISURE LIFE EXHIBITION – February 17-March 2. At Bingley Hall
* Apply, Birmingham Boat Shows Ltd., Colmore Circus, Birmingham 4 (Tel. 021-236 3366).

LONDON: SHIPS GEAR INTERNATIONAL – July 29-August 2. At Olympia
† Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

Toys, Games and Sports Equipment

LONDON: CAMPING & SPORTS EQUIPMENT TRADE FAIR – November 10-14. At Alexandra Palace, N22
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. Ambassador 2886).

LONDON: BRITISH SPORTS TRADE FAIR – November 11-14. At Mount Royal Hotel, W1
† Apply, Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W1 (Tel. 01-437 7281).

Watches and Clocks

LONDON: INTERNATIONAL WATCH AND JEWELLERY TRADE FAIR – September 9-13. At Olympia
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Other Specialized Fairs

BRIGHTON: SMALLWARES & KNIT-YARNS TRADE FAIR – March 3-17. At Hotel Metropole
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: 'STAMPEX' – BRITAIN'S NATIONAL STAMP EXHIBITION – March 22-30. At Central Hall, SW1
* Apply, Leslie Kennedy, Philatelic Traders Society Ltd., 27 John Adam Street, London, WC2 (Tel. Whitehall 6465/6).

HARROGATE: 1968 BRITISH PET TRADE FAIR – April 21-23. At Exhibition Centre
* Apply, John Yates Publications, 53 Spring Gardens, Manchester, 2 (Tel. Central 3725).

LONDON: THE ANTIQUE DEALERS' FAIR & EXHIBITION – June 12-27. At Grosvenor House, W1
* Apply, A. H. C. Thomson, Esq., Grosvenor House, Park Lane, London, W1 (Tel. 01-499 6363).

HARROGATE: 18TH NORTHERN ANTIQUE DEALERS' FAIR – September 5-12. At Royal Hall
* Apply, The Secretary, Northern Antique Dealers Fair Ltd., 408 Leeds Road, Bradford 3 (Tel. Bradford 23223).

MANCHESTER: INDUSTRIAL EQUIPMENT & SERVICES EXHIBITION – September 16-21. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. Deansgate 6363).

LONDON: AUTUMN ANTIQUES FAIR – September 18-28. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors & Organisers) Ltd., 21 George Street, St. Albans, Herts. (Tel. St. Albans 56069).

LEEDS: THE CLUB TRADE FAIR – October 15-19. At Queens Hall
* Apply, U. T. P. Exhibitions Ltd., Racquet Court, Fleet Street, London, EC4 (Tel. Fleet Street 6444).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 5-7. At Alexandra Palace, N22
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1969 Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

LONDON: WORLD FISHING EXHIBITION – May 28-June 3. At Olympia
† Apply, Commercial Exhibitions Ltd., The Towers, Shepherds Bush Road, London, W6 (Tel. Riverside 3071).

Building and Public Works

LONDON: INTERNATIONAL BUILDING EXHIBITION – November 13-27. At Olympia
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1851).

Chemicals and Allied Industries including Plastics

LONDON: EFFLUENT AND WATER TREATMENT EXHIBITION AND CONFERENCE – March 25-28. At Earls Court
* Apply, Thunderbird Enterprises Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL PLASTICS EXHIBITION (INTERPLAS) – June 18-27. At Olympia
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Clothing and Footwear

BLACKPOOL: SLIPPER FAIR – January 20-22. At Imperial Hotel
* Apply, Shoe & Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, EC2 (Tel. Shoreditch 2071).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION (IMBEX) – February 24-28. At Earls Court
* Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Engineering, Radio and Electrical Goods

LONDON: AUTOMATIC VENDING EXHIBITION – January 7-11. At Grosvenor House, Park Lane, W1
Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. Ambassador 2886).

LONDON: LIGHTSHOW – January 14-18. At Olympia
† Apply, Technical Exhibitions Ltd., 3/4 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: LABEX INTERNATIONAL 1969 – March 25-29. At Earls Court
† Apply, U.T.P. Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. Fleet Street 6444).

LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION AND THE INTERNATIONAL WELDING EXHIBITION – April 22-30. At Olympia and Earls Court
† Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

1969, *continued*

LONDON: INTERNATIONAL CHEMICAL AND PETROLEUM ENGINEERING EXHIBITION – April 22-30. At Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL LONDON ELECTRONIC COMPONENTS SHOW – May 20-23. At Olympia
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1 (Tel. 01-437 1622).

Foodstuffs, Food Machinery, Hotel and Catering

GLASGOW: SCOTTISH LICENSED TRADE, HOTEL AND CATERING EXHIBITION (SCOTTISH HOSPITALITY) – February 24-March 5. At Kelvin Hall
Apply, Trade & Technical Exhibitions (Scotland) Ltd., 1 Dorset Buildings, Salisbury Square, London, EC4 (Tel. Fleet Street 1555).

LONDON: INTERNATIONAL BAKERS' AND CONFECTIONERS' EXHIBITION – September 8-12. At Olympia
Apply, The Trades' Markets and Exhibitions Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

MANCHESTER: FOOD, COOKERY AND CATERING EXHIBITION – September 9-20. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. Deansgate 6363).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: INTERNATIONAL FURNITURE SHOW – January 27-February 8. At Earls Court
* Apply, B.F.M. Exhibitions Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – January 27-31. At Olympia
* Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks (Tel. High Wycombe 21391/2).

LONDON: INTERNATIONAL CARPET, LINOLEUM & FLOOR COVERINGS FAIR (CARPEX) – February 24-28. At Earls Court
* Apply, Industrial & Trade Fair Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Hospital and Medical Equipment

LONDON: INTERNATIONAL MEDICAL ENGINEERING AND AUTOMATION EXHIBITION (MEDEA 69) – March 10-14. At Earls Court
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – June 2-6. At Olympia
† Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

LONDON: THE BRITISH DENTAL TRADE EXHIBITION – October 8-12, At Alexandra Palace, N22
Apply, The British Dental Trade Association, 14 Clifford Street, New Bond Street, London, W1 (Tel. 01-493 0844).

Laundry and Allied Services

LONDON: INTERNATIONAL COIN-OPERATED LAUNDRY, DRY CLEANING AND ALLIED TRADES EXHIBITION – March 21-26. At Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Motor Vehicles, Motor Cycles and Bicycles

LONDON: INTERNATIONAL RACING CAR SHOW – January 8-18. At Olympia
† Apply, The Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, SW1 (Tel. 01-235 6611).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – September 29-October 8. At Olympia
* Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

Printing and Stationery

LONDON: STATIONERY INDUSTRY EXHIBITION (STATINDEX) – January 27-31. At Olympia
* Apply, The British Stationery and Office Equipment Association, 6 Wimpole Street, London, W1 (Tel. 01-580 9256).

Ships and Boats

LONDON: INTERNATIONAL BOAT SHOW – January 1-11. At Earls Court
* Apply, National Boat Show Ltd., 31 Great Queen Street, London, WC2 (Tel. 01-405 7481).

Scientific, Surgical and Photographic Instruments

LONDON: 4TH INTERNATIONAL REPROGRAPHIC EXHIBITION (REPRO 69) – March 10-14 .At Earls Court
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1 (Tel. 01-437 1622).

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 12-17. At Olympia
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Toys, Games and Sports Equipment

HARROGATE: INTERNATIONAL TOY FAIR – January 11-16. At Various Venues
* Apply, The Secretary, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, EC2 (Tel. Monarch 8921).

LONDON: AMUSEMENT TRADES EXHIBITION – January 14-16. At Alexandra Palace, N22
* Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, WC2 (Tel. 01-930 2524).

BRIGHTON: 16TH BRITISH TOY FAIR – January 26-30. At Various Venues
* Apply, J. A. Glanfield, British Toy Fair (International) Ltd., Regent House, 89 Kingsway, London, WC2 (Tel. 01-242 9158).

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION (COLEX) – January 29-February 8. At Olympia
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, WC2 (Tel. Ambassador 2886).

Other Specialized Fairs

BRIGHTON: THE INTERNATIONAL OCEANOLOGICAL EQUIPMENT AND SERVICES EXHIBITION – February 18-21. At Exhibition Halls.
Apply, BPS Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672/3084.

LONDON: EXPORT SERVICES EXHIBITION – September 8-12. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

1970 Specialized

Engineering, Radio and Electrical Goods

LONDON: ELECTRICAL ENGINEERS' EXHIBITION – April 8-15. At Earls Court
† Apply, Electrical Engineers (ASEE) Exhibitions Ltd., 6 Museum House, 25 Museum Street, London, WC1 (Tel. Museum 3450).

LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15. At Earls Court
† Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

LONDON: THE GAUGE AND TOOL AND POWER PRESS EXHIBITION – May 27-June 5. At Olympia
Apply, The Gauge and Tool Makers Association, Standbrook House, 2/5 Old Bond Street, London, W1 (Tel. HYD 3451).

Packaging Machinery and Materials

LONDON: INTERNATIONAL PACKAGING EXHIBITION – June 22-26. At Earls Court
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Other Specialized Fairs

LONDON: LONDON INTERNATONAL STAMP EXHIBITION (PHILYMPIA 1970) – September 19-26. At Olympia
Apply, The London International Stamp Exhibition, 41 Devonshire Place, London, W1 (Tel. Hunter 1044).

1971 Specialized

Printing and Stationery

LONDON: INTERNATIONAL PRINTING, MACHINERY AND ALLIED TRADES EXHIBITION (IPEX) – July 13-24. At Olympia and Earls Court
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

INDUSTRY'S STOCKS, *continued*

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1967	6,487	1,071	1,192	8,750
1960	+514	+54	+37	+605
1961	+224	+46	+29	+299
1962	+ 22	+35	+14	+ 70
1963	+113	+44	+55	+211
1964	+354	+88	+47	+488
1965	+217	+42	+43	+302
1966	+129	+ 2	+ 6	+137
1967	— 36	—49	+10	— 76
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+167
3rd quarter	+148	+25	+ 2	+175
4th quarter	+130	+10	— 1	+139
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+19	+10	+ 96
3rd quarter	+ 45	— 6	— 4	+ 35
4th quarter	+ 41	— 9	— 2	+ 30
1962 1st quarter	— 24	+ 3	+ 5	— 15
2nd quarter	+ 29	— 4	—10	+ 15
3rd quarter	+ 25	+29	+11	+ 65
4th quarter	— 9	+ 6	+ 8	+ 5

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1967	6,487	1,071	1,192	8,750
1963 1st quarter	+ 43	— 3	+ 3	+ 43
2nd quarter	— 14	+24	+18	+ 28
3rd quarter	N/C	— 8	— 1	— 9
4th quarter	+ 84	+31	+35	+149
1964 1st quarter	+ 80	+10	+ 3	+ 93
2nd quarter	+118	+15	+12	+145
3rd quarter	+ 77	+20	+17	+114
4th quarter	+ 78	+43	+15	+136
1965 1st quarter	+ 39	— 1	+ 9	+ 47
2nd quarter	+ 82	— 1	+ 3	+ 84
3rd quarter	+ 61	+25	+17	+103
4th quarter	+ 35	+19	+14	+ 68
1966 1st quarter	+ 47	+ 4	+19	+ 70
2nd quarter	— 2	—19	+26	+ 5
3rd quarter	+ 91	+25	—15	+101
4th quarter	— 7	— 9	—24	— 40
1967 1st quarter	+ 2	—11	+14	+ 5
2nd quarter	+ 3	—11	+14	+ 6
3rd quarter	— 17	—17	—20	— 54
4th quarter	— 24	—10	+ 2	— 32

Table 2. Changes in value of stocks (at book values) held by manufacturers and distributors [a]

£ million

	1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1967
Manufacturing (b) 1960	+125	+178	+127	+161	+591	
1961	+110	+102	+ 46	+ 54	+312	
1962	+ 9	+ 28	+ 12	+ 29	+ 78	
1963	+ 69	+ 4	+ 16	+161	+250	
1964	+138	+185	+116	+154	+593	
1965	+124	+153	+108	+104	+489	
1966	+162	+138	+ 69	— 4	+365	
1967	— 4	+ 6	+ 6	+ 82	+ 90	7,815
Wholesaling (c) 1960	+ 8	+ 19	+ 55	— 20	+ 62	
1961	+ 46	+ 21	+ 19	— 32	+ 54	
1962	+ 9	+ 7	+ 44	— 14	+ 45	
1963	— 4	+ 26	+ 28	+ 15	+ 65	
1964	+ 17	+ 34	+ 67	+ 27	+145	
1965	+ 2	+ 14	+ 62	— 4	+ 75	
1966	+ 7	N/C	+ 49	— 38	+ 18	
1967	— 22	— 9	+ 13	+ 4	— 14	1,268
Retailing (d) 1960	+ 68	+ 15	— 19	— 20	+ 44	
1961	+ 69	+ 36	— 10	— 34	+ 61	
1962	+ 60	— 1	— 1	— 13	+ 45	
1963	+ 56	— 6	— 13	+ 26	+ 63	
1964	+ 55	+ 13	+ 7	+ 15	+ 90	
1965	+ 69	— 5	+ 2	N/C	+ 66	
1966	+ 81	+ 25	— 23	— 39	+ 44	
1967	+ 66	+ 7	— 41	— 11	+ 21	1,383
Total (e) 1960	+200	+212	+163	+122	+697	
1961	+225	+159	+ 55	— 13	+426	
1962	+ 77	+ 34	+ 55	+ 2	+169	
1963	+121	+ 24	+ 32	+201	+377	
1964	+209	+232	+189	+197	+828	
1965	+195	+162	+173	+100	+629	
1966	+250	+163	+ 95	— 81	+427	
1967	+ 40	+ 5	— 22	+ 74	+ 97	10,466

Notes relating to Tables 1 and 2:
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum Listing Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.

DEA Progress Report 1968

THE FEBRUARY 1968 issue of DEA *Progress Report* was published on February 22.

Progress Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue include the following:

Economic Strategy after Devaluation. The Government's aim is to steady, export-led economic expansion. They are taking steps to switch more of Britain's growing economic resources to exports, import saving and productive investment. This means slowing down the growth of public and private spending. The first package of measures announced at the time of devaluation, was referred to in the December *Progress Report*. This article outlines the further measures which the Government have announced. These measures will be reinforced in the Budget on March 19.

The article is accompanied by a table showing the effects of the announced decisions on public spending.

The Balance of Payments Seasonally Adjusted. The third quarter of the year is seasonally adverse for Britain's balance of payments, while the first half of the year is favourable. This article draws on a recent study in 'Economic Trends' which gives for the first time detailed seasonally adjusted figures for the balance of payments on a quarterly basis, and explains some of the reasons for the seasonal pattern.

Orders, deliveries, production and exports in the engineering industries in December

THE MINISTRY OF TECHNOLOGY reports that first estimates for December indicate a further rise in production in the mechanical and electrical engineering industries (as shown in the first column of Table 1). Allowing for seasonal factors the level of output in the last quarter of 1967 is provisionally put at 2 per cent higher than in the three preceding months. Output in the fourth quarter reached the highest quarterly level for 1967, equalling the level recorded for the fourth quarter of 1966. Taking the year as a whole production in 1967 was 1 per cent higher than in 1966.

In the wider group of engineering industries covered by Tables 2 and 3 (including some vehicles in addition to mechanical and electrical engineering) deliveries also rose in December after allowing for seasonal factors, although, the fourth quarter as a whole was 1 per cent lower than the third quarter. Total deliveries remained relatively flat throughout the year and showed little change overall compared with 1966. There were considerable differences, however, between home and export deliveries; the former rose by 3 per cent in 1967 compared with 1966 while export deliveries were 5 per cent lower. The decline of export deliveries in the fourth quarter was partly due to the dock strike and some evidence of a recovery from its effects can be seen in the December figure.

For both home and export markets, net new orders recorded in the last quarter of 1967 were lower than in the third quarter. Net new home orders were 1 per cent lower on average in 1967 than in 1966 while new export orders were 5 per cent greater, resulting in a rise of 1 per cent in total net new orders between the two years. Total net new orders have remained at roughly the same level over the last three years. As total deliveries have remained fairly constantly above the level of total net new orders during 1966 and 1967 total orders on hand have declined throughout the whole of this period, falling by 8 per cent between December 1966 and December 1967. Home orders on hand have declined at a steeper rate with the December 1967 level 12 per cent lower than a year earlier. Export orders on hand increased by 6 per cent over the year.

Table 1. Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	157	153	116
1967	154*	..	..	145*	138*	165*	113
1965 1st quarter	142	141	145	168	168	167	106
2nd quarter	142	141	144	168	167	169	115
3rd quarter	145	143	148	166	166	166	107
4th quarter	148	144	154	166	165	168	115
1966 1st quarter	150	146	158	164	163	168	120
2nd quarter	150	146	157	163	162	164	113
3rd quarter	153	151	157	160	160	161	110
4th quarter	155	154	157	156	157	153	125
1967 1st quarter	152	147	160	150	150	151	123
2nd quarter	154	152	159	151	147	161	123
3rd quarter	153	150	159	149	144	167	103
4th quarter	155*	..	..	145*	138*	165*	102
1967 January	149	146	153	154	154	153	
February	153	148	160	152	152	151	
March	154	148	166	150	150	151	
April	155	153	159	150	150	152	
May	154	152	158	151	148	160	
June	154	151	161	151	147	164	
July	155	153	159	150	146	162	
August	152	149	159	149	143	165	
September	152	148	160	149	144	167	
October	150*	..	..	148*	142*	166*	
November	157*	..	..	147*	140*	166*	
December	159*	..	..	145*	138*	165*	
Average:							
Latest 3 months shown	155	150	159				
Previous 3 months shown	153	152	159				
Percentage change (5)	—1	—1	Nil	—3	—4	—1	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

Description of the statistics

The volume indices of production and orders-on-hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures. e.g. the figures shown against November are the averages of the seasonally adjusted figures for October, November and December.

Table 2. Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	155	142	148	154	145	156
1967*	142	144	151	136	140	152	162	153	148
1965 1st quarter	166	150	139	164	150	140	172	151	136
2nd quarter	166	143	143	164	142	143	173	147	143
3rd quarter	165	140	144	163	141	143	170	138	147
4th quarter	165	149	146	163	150	146	171	149	144
1966 1st quarter	163	142	148	161	141	147	169	146	150
2nd quarter	161	143	149	160	144	148	165	139	150
3rd quarter	159	147	152	158	145	150	161	151	158
4th quarter	154	140	153	155	138	148	154	145	165
1967 1st quarter	148	134	150	147	130	148	150	147	156
2nd quarter	148	150	151	144	143	152	160	172	148
3rd quarter	147	149	152	141	147	154	163	156	148
4th quarter*	142	140	151	136	142	154	162	137	139
1967 January	152	134	147	152	131	147	152	142	148
February	150	134	150	150	130	148	151	147	158
March	148	142	153	147	139	150	150	150	162
April	148	149	151	147	142	152	150	169	149
May	148	150	154	146	143	154	157	172	153
June	148	150	147	144	143	149	160	168	142
July	147	145	155	143	142	157	158	156	149
August	146	149	149	141	147	151	161	156	143
September	147	143	152	141	141	152	163	150	150
October*	145	143	144	139	145	152	163	140	122
November*	144	140	150	138	142	154	163	137	138
December*	142	..	158	136	..	157	162	..	158
Average:									
Latest 3 months	142	140	151	136	142	154	162	137	139
Previous 3 months	147	149	152	141	147	154	163	156	148
Percentage change (4)	—3	—6	—1	—4	—3	+1	—1	—13	—6

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

(*Continued on next page*)

Table 3. Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967*	140	144	151	133	140	152	163	153	148
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter*	140	142	157	133	141	161	163	147	146
1966 January	163	144	144	161	144	144	172	144	145
February	165	163	150	162	162	147	173	164	159
March	164	163	167	162	167	167	170	150	168
April	163	126	140	161	126	138	168	128	145
May	163	143	144	161	147	144	166	133	144
June	161	146	156	161	153	157	163	126	155
July	160	141	147	160	137	147	162	152	148
August	160	123	124	160	120	120	162	131	134
September	159	140	152	158	139	152	161	145	152
October	158	149	156	157	143	152	160	163	166
November	156	141	160	155	134	154	158	161	175
December	152	135	162	152	132	157	154	145	178
1967 January	151	137	143	151	136	143	153	140	145
February	150	147	154	150	143	150	152	157	167
March	149	148	157	149	146	155	151	154	163
April	148	150	155	148	151	154	149	149	158
May	149	156	151	147	142	152	156	194	148
June	148	146	156	145	142	159	157	158	147
July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October*	145	140	149	139	141	157	164	136	125
November*	144	145	157	137	144	161	164	146	145
December*	140	143	167	133	138	166	163	158	169

*Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1,

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BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 673 of this issue.)*

Car and commercial vehicle production in January 1968

THE MINISTRY OF TECHNOLOGY have announced that production of cars in the four weeks ending January 27, 1968 was significantly affected by industrial disputes. Nevertheless, the weekly average rate, at 30,504, was 8 per cent higher than in the corresponding period of 1967. Production of commercial vehicles averaged 6,985 a week, 4 per cent lower than in January 1967.

Allowing for seasonal factors, car production for both home and export markets was lower in January than in December. Despite this the average rate of total car production in the three months November 1967 – January 1968 was 8 per cent higher than in the four months July-October 1967 (taken as the basis for the comparison to eliminate the distortion to the July/August figures as a result of the changed holiday pattern in 1967), home market production rising by 7 per cent and export production by 12 per cent.

On a similar seasonally adjusted basis commercial vehicle production for both home and export markets also declined in January. The longer-term comparison also shows a fall of 4 per cent, in total production for the latest period, almost entirely due to lower production for the home market.

Statistical inquiries to Statistics Branch, Ministry of Technology, Kingsgate House, Victoria Street, London, S.W.1 (Tel. 01-828 1288, Ext. 7131).

– Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded production

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For Home Market	For Export	Totals	Weekly average	For Home Market	For Export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1966 November	4	42,644	48,380	91,024	22,756	15,802	14,174	29,976	7,494
December	5	64,133	59,746	123,879	24,776	18,968	16,568	35,536	7,107
1967 January	4	64,567	47,931	112,498	28,125	16,433	12,532	28,965	7,241
November	4	85,633	43,324	128,957	32,239	20,850	11,081	31,931	7,983
December	5	96,272	56,699	152,971	30,594	23,867	12,343	36,210	7,242
1968 January	4	80,547	41,470	122,017	30,504	18,685	9,254	27,939	6,985

Table 2. Production – seasonally adjusted
Monthly averages

Care should be taken to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Thousands

	Passenger Cars			Commercial Vehicles		
	For Home Market	For Export	Total	For Home Market	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·1	52·3	143·4	23·9	14·3	38·2
2nd quarter	90·6	54·5	145·2	23·7	14·9	38·6
3rd quarter	85·4	50·9	136·3	21·9	15·7	37·6
4th quarter	59·1	50·6	109·7	17·4	14·4	31·8
1967 1st quarter	72·4	50·7	123·1	17·9	13·3	31·3
2nd quarter	80·5	50·5	131·0	20·2	11·7	31·9
3rd quarter	85·8	42·1	127·9	21·8	10·7	32·4
4th quarter	93·4	43·7	137·1	22·3	11·0	33·3
1967 January	71·0	50·1	121·1	17·0	13·5	30·5
February	68·2	51·9	120·1	17·5	13·3	30·8
March	78·1	50·0	128·0	19·3	13·2	32·5
April	83·3	52·1	135·5	20·2	13·0	33·1
May	78·2	49·7	127·9	19·2	11·2	30·4
June	79·8	49·8	129·6	21·3	10·9	32·1
July	82·2	40·2	122·4	22·0	10·5	32·5
August	94·3	47·7	142·0	22·3	12·0	34·3
September	81·0	38·2	119·2	21·0	9·5	30·5
October	90·7	37·4	128·1	23·6	11·0	34·5
November	95·1	44·9	140·0	21·5	11·3	32·8
December	94·3	48·9	143·2	21·8	10·6	32·4
1968 January	88·6	43·4	131·9	19·4	10·0	29·3
Average of:						
July to October, 1967	87·0	40·9	127·9	22·2	10·8	33·0
Nov. 1967 to Jan. 1968	92·7	45·7	138·4	20·9	10·6	31·5
Percentage change	+7	+12	+8	–6	–1	–4

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

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Sales of department stores in week ended February 10, 1968

RETURNS HAVE now been received from a large number of department stores of their sales in the three weeks ended January 27, February 3 and February 10 (and in corresponding weeks of 1967). The following table gives the results, together with the corresponding figures for the last three months of 1967:

Department Stores – non-food departments
Sales: increase on a year earlier

				Week ended		
	October	November	December	January 27, 1968	February 3, 1968	February 10, 1968
Department	%	%	%	%	%	%
Clothing and footwear	5	5	6	14	10	3
Furniture and furnishings	11	14	19	34	29	30
Hardware, radio and electrical goods	14	33	33	52	47	44
All non-food merchandize	7	13	8	27	22	16

The figures for the latest week are now shown separately alongside those for earlier weeks in order to give the maximum information, but because of the random fluctuations to which they are subject significance cannot be attached to changes between weeks unless they are large.

The figures for the third week show that sales of furniture and furnishings departments and of hardware, radio and electrical goods departments were showing much the same increase on a year earlier as in the two earlier weeks. Clothing and footwear departments, however, recorded only a small increase on a year earlier as compared with the preceding two weeks and this reduction in the rate of increase contributed to the smaller increase in the sales of all non-food departments.

Sales of non-food goods by department stores account for just under 10 per cent of all sales of non-food goods and cannot, therefore, be taken as closely indicative of the trend of sales of non-food goods by all other retailers. For January as a whole provisional figures of independent durable goods retailers showed a 12 per cent increase on a year earlier, a much smaller figure than those shown in the table above for department stores sales. Figures of the sales of multiple retailers in January are not yet available.

It is to be emphasized that the percentage increases shown in the table above are affected not only by sales in the weeks concerned in 1968 but also by sales in the corresponding weeks a year earlier, when judging by the series on monthly sales department store business was depressed.

Note:

Weekly returns at present being received from department stores are being collected for a limited period to supplement the monthly statistics of retail sales. They will help to provide valuable up-to-date information on trends in consumer spending. It is not intended to continue their collection on a permanent basis. Results for the first two weeks' figures were published last week (page 592).

1967 was record tourist year

BRITAIN ATTRACTED an estimated total of 3,450,000 overseas visitors last year – 266,000 more than in record-breaking 1966, reports the British Travel Association, Britain's official tourist organization.

A BTA spokesman said on February 19 that Britain's earnings from this traffic, including fares paid by visitors to British air and shipping lines, were estimated to be in excess of £350 million.

He gave these figures when he announced that 140,000 foreign visitors arrived in Britain in December. This was a rise of 23,000 on the month and brought total foreign visitors in 1967 to 2,718,000 – a rise of 238,000 (10 per cent) over the previous year.

Visitors from European countries in 1967 numbered 1,650,000 – an increase of 138,000 (9 per cent) over the previous year. The numbers of visitors from the United States rose by 85,000 to 839,000 – an increase of 11 per cent. In addition, tourist visitors from British Commonwealth countries during the year are estimated to have numbered 732,000, which was 19,000 more than in 1966.

The BTA spokesman said that the 1967 arrival figures did not include tourist visitors entering Britain via the Republic of Ireland. It was estimated that with these arrivals Britain's total number of overseas visitors last year was over 4,000,000.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended January 27, 1968:

Distributors' earnings submitted:		
High cost films	£432,821	
Low cost films:		
Eligible (after multiplying by 2½)	£20,877	
Not eligible for 2½ times rental	630	
		£454,328
Films of less than 3,000 ft. (after multiplying by 2½)		£47,947
		£502,275
Levy collections paid to Agency by HM Customs and Excise to February 5, 1968, together with an estimate of collections approximately covering entertainments for four weeks ended January 27, 1968		£347,000

The third interim allocation for the eleventh distribution period will be at the rate of 56 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 23, 1968.
Br/E indicates that the film is a British quota film.
Where the title appears in italics the item forms part of a series.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Tell me Lies	Br/E 33018	116	February 19	London-Continental Distributing (Films) Ltd.	Ronorus Ltd.
Pathe Pictorial Series 677/689:					
Pathe Pictorial No. 688	Br/E 33022	8	February 21	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 689	Br/E 33023	8	February 21	" "	" "
Pathe News 68-15	Br/E 32907	7	February 23	" "	" "
Pathe News 68-16	Br/E 32908	8	February 23	" "	" "
Movietone News 2019	Br/E 32855	7	February 23	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2019 A	Br/E 32856	7	February 23	" " "	" "
			FOREIGN		
Too Many Thieves	F 33016	88	February 19	Metro-Goldwyn-Mayer Pictures Ltd.	Filmways Picture Enterprises Inc.
Castle of the Living Dead (Il Castello dei Morti Vivi)	F 33017	85	February 19	Tigon Pictures Ltd.	Serena Film S.R.L., Rome and Francinor S.A., Paris.
The Amorous Virgin	F 33019	80	February 19	Border Film Productions (London) Ltd.	Joseph Justman, Rome.
How I learned to Love Women	F 33020	109	February 21	Eagle Films Ltd.	Sancro Films S.p.A., Rome, N. F. G. Monaco, and Les Films Marceau Cocinor, Paris.
Rebellion	F 33021	120	February 21	Orb Productions Ltd.	Toho Co. Ltd., Tokyo.

Amendment to the Register:
The playing time of the film 'Mondo Cane No. 2' (F31526) registered on July 22, 1966 has been amended to 81 minutes.

NOTE:
Directions have been issued under Section 2 (2) of the Films Act, 1960, extending the quota life of each of the films: 'The Soldier's Tale' (Br/E 29693) and 'An Evening with the Royal Ballet' (Br/E 29694) for the year 1969.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for December 1967 prepared by the Ministry of Commerce is 131 (1963=100). This is 8 points lower than for November 1967 and 12 points higher than for December 1966.

The index numbers for the main industrial groups with the increase or decrease on December 1966 shown in brackets are: textiles 146 (+ 25 points); clothing 98 (−5); engineering and metals 121 (+ 8); food, drink and tobacco 105 (+11); timber and furniture 120 (−3); mineral products 98 (+5); other manufacturing industries 176 (+10); gas, electricity and water 167 (+14).

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available: Part 22 – Cake ovens and manufactured fuel (price 3s. or, including postage, 3s. 3d.); Part 100 – Gloves (price 3s. 6d. or, including postage, 3s. 9d.).

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OVERSEAS MARKETING

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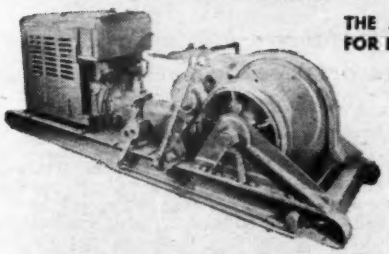
'DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC



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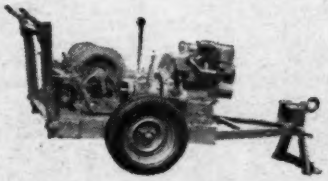

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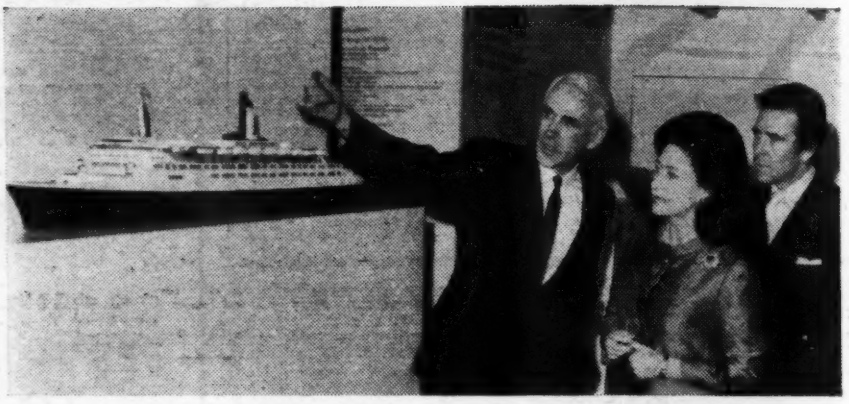
Exhibitions and Fairs

Duke of Edinburgh to present CoID design awards

HRH THE PRINCE PHILIP, Duke of Edinburgh, will present the 1968 Council of Industrial Design Awards and his own Prize for Elegant Design on May 1 in Birmingham in the building of the Birmingham Post & Mail.

This is the second year of the new Council of Industrial Design Awards, which are given annually to manufacturers of outstanding products selected from both the capital and durable consumer goods industries.



Mr. Dan Wallace (left), naval architect, shows the finer points of the new 'Queen Elizabeth II' to HRH Princess Margaret and Lord Snowdon. The occasion was the opening of the exhibition 'A first look inside the new Cunarder' at the Design Centre, Haymarket, London, on February 20. The exhibition closes on March 23.

Large numbers of British toys on show at Nuremberg

GAILY COLOURED KITES inscribed with 'I'm backing Britain' were only one of the hundreds of British toys on display at the 19th International Toy Fair held in Nuremberg from February 10-16.

Ever since the Fair became international in 1958 Nuremberg has been high on the British toy manufacturers' list of priorities and attendance has grown from year to year. With this has grown our toy exports which for 1967 are valued at some £18,750,000. Co-operation between the Board of Trade and the British Toy Manufacturers' Association made it possible for 35 manufacturers to exhibit under joint venture terms while a further 35 British firms exhibited independently. It was the largest British participation to date and indeed Britain had one of the strongest foreign contingents at the Fair. Although in many cases British exhibitors at Nuremberg did not expect to break any records because of the excellent export orders received a week earlier at the Brighton Toy Fair, most of them were well satisfied.

British participation was helped to a good start by a press conference held at the Fair grounds on the first Monday of the Fair. Mr. Arthur Katz, vice-chairman of the BTMA, spoke briefly about the British toy industry and gave a report on their admirable achievements during 1967. He then introduced the guest of honour, HE Sir Frank Roberts, HM Ambassador to Bonn, who addressed the 60 representatives from press, radio and television present at the conference.

By the end of the Fair the organizers reported that almost 20,000 buyers from 67 foreign countries had attended. This is not surprising when one considers that there were 1,251 exhibitors who came to Nuremberg from all parts of the world. The general tendency was one of optimism with evidence that trade which slackened last year would become brisker. Many German storekeepers who allowed their stocks to dwindle towards the end of 1967 pending the introduction of the added value tax forecast improved trading conditions for 1968 and this was reflected in business at the Fair.

The shortage of space at Nuremberg continues to be a major problem and British firms interested in exhibiting are strongly advised to make early applications. The dates for the 20th International Toy Fair have been fixed for February 8-14, 1969. Further details can be obtained from the official agents in the United Kingdom, Lep Transport Limited, Sunlight Wharf, Upper Thames Street, London, E.C.4.

Big drive for exports at Carpex 68

CARPEX 68 – the 12th International Carpet, Linoleum and Floor Coverings Fair, opened at Earls Court, London, on February 26. Many exhibitors have introduced new ranges and designs aimed at overseas markets and the several hundred extra buyers from overseas who are expected to attend, determined to take full advantage of devaluation. The organizers say that the reputation for design, quality and reliability of British manufactured floor coverings has placed the industry, on a production/export ratio basis, among the country's leading exporters. Confident that it can do even better the industry will be making an all out effort in 1968 to open up new world markets and top its 1967 overseas sales which, during the first 11 months of the year, amounted to 33,220,000 square yards valued at £18,683,000.

With Britain ranking as the largest single consumer of carpets in Europe, overseas manufacturers are naturally eager to obtain their share of the market. Evidence of this is provided by the representation of companies from Belgium, Denmark, France, West Germany, Holland, Ireland, Israel, Italy, Persia, Poland, Spain, Sweden and the United States. A feature of the fair this year, resulting from the increased space available, will be the presence of a large number of new exhibitors, including 11 from overseas. The introduction of a Special Services Section demonstrating the wide variety of materials and services available for retailers and wholesalers, sees an even further enlargement of the scope of the fair.

Prominent among the exhibitors who are taking advantage of the anticipated record overseas attendance to introduce new lines specially aimed for European and American markets are Bond Worth, Firth Carpets, Greenwood and Coope, Ludlow Carpet Co., John Lyle, Marshall and Brush, Morris and Co., Quayle and Tranter, Ribble Carpets, Solent Carpet Co., Somic, A. F. Stoddard and Velmar Textiles. As part of their current export promotion drive 21 members of the Export Group of the Federation of British Carpet Manufacturers will take part in the show, followed by 23 members exhibiting at the Frankfurt International Spring Fair from March 3 to 7. The exports of woven carpets, Axminsters and Wiltons to the EFTA and EEC markets totalled £4,576,000 in 1967, announce the Council. Included in these figures were exports of £1,145,000 to Sweden, £1,125,000 to Denmark and £767,000 to Western Germany.

CARPEX 68 is sponsored by the Federation of British Carpet Manufacturers, the Linoleum Manufacturers' Association and the Tufted Carpet Manufacturers' Association and organized by Industrial and Trade Fairs Limited.

Hardware exhibitors at Cologne report 'Good business'

—A report from the Commercial Department, British Embassy at Bonn

THE COLOGNE Household Goods and Hardware Fair (February 15 to 18), because of its wide coverage of commodities, has always been a fairly accurate barometer, registering and predicting the ups and downs of the German economy. The results of the recent fair were therefore followed with considerable interest to determine whether or not the optimistic forecasts made that the upswing would commence in the Spring of 1968, were justified. In the event good business was done.

British participation at the fair was larger than ever before, with six trade associations exhibiting with Board of Trade assistance on 14 joint venture stands in seven of the 14 halls. United Kingdom effort was the largest of all foreign exhibitors with the exception of France, who beat us to first place by a short head, with 131 exhibitors compared with 127 for the United Kingdom. In all, more than 2,000 exhibitors from 27 different countries showed their goods over a gross area of 145,500 square metres. 63,120 trade buyers from 63 countries visited the fair; of these, nearly 12,000 were foreign buyers who came mainly from Holland, Belgium and France but this time there was a noticeable increase in numbers from Scandinavia compared with 1967.

Commercial Vehicle Exhibition Amsterdam

A report from the Commercial Section, British Embassy, The Hague

THE Commercial Vehicle RAI Exhibition in Amsterdam, which ran from February 10-15, was opened by the Minister of Traffic and Waterways, Mr. J. A. Bakker. There were 225 exhibitors and the net stand area was about 25,000 square metres.

Besides freight carriers there were also displays of fire engines, mobile shops, refuse collecting vehicles, touring coaches and public service buses.

Exhibitors came from the following 17 countries: Belgium, Denmark, France, Great Britain, Hungary, Italy, Japan, the Netherlands, East Germany, Austria, Russia, Spain, Czechoslovakia, West Germany, Sweden, Switzerland and the United States.

British commercial vehicle manufacturers were, as usual, well represented and some were showing for the first time in the Netherlands. For example: Land Rover, who introduced the 2.6 litre six cylinder version of their station wagon and also drew attention to the 38 body styles available for their vehicles; the Vauxhall Viva estate car, which was noticeable for its attractive body styling; Bedford, who displayed their KM series of lorries; an Austin Mini-Moke, which was adapted as a police car to quell street disturbances.

Other entries included a Guy chassis with a polyester body for service with an inter-city bus company. Leyland-Verheul, an Anglo-Dutch enterprise, showed for the first time ever their LVB 668 chassis which can be adapted as a touring coach or as a public service bus.

The only Dutch commercial vehicle manufacturer, DAF, of Eindhoven displayed their new 11.6 litre 250 h.p. engines for their heaviest truck series, together with a range of their other commercial vehicles.

Another important Dutch display was the Hulo track finder, a trailer which cannot jackknife or slip.

The largest display was a Mack 70-ton dump truck for off-road operations.

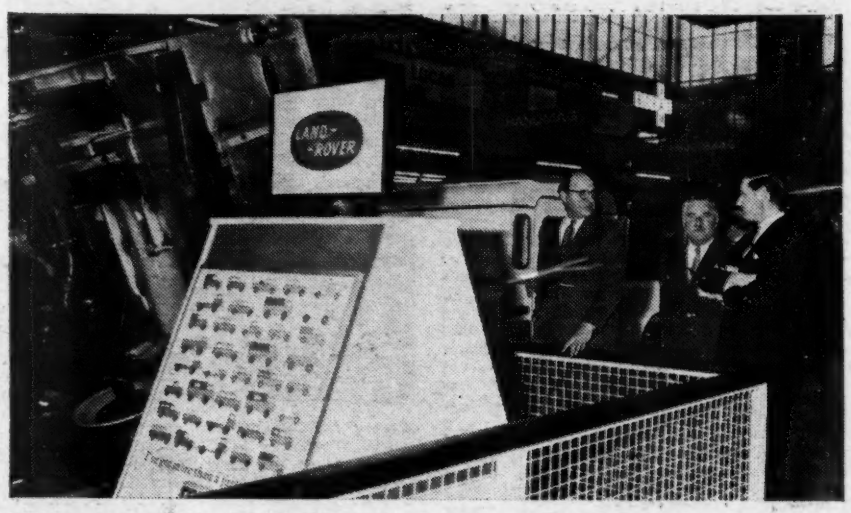
In the parts and accessories section Rubery Owen-Rockwell showed their new Stopmaster trailer brake equipment. Smith had a range of oil pressure indicating gauges, heaters, warning signals for loose lying seat belts, engine revolution indicators etc., not previously displayed in this country and this also applied to the Lucas ACR 15 alternating current generator. Girling introduced a valve to regulate braking power in connection with axle pressure.

In view of recent proposals put forward by the German authorities to encourage the carriage of heavy freight by the railways instead of by road, the prospects for heavy road freight trucks are not very bright, as many road hauliers hesitate to buy new vehicle equipment with the looming severe restrictions such proposals would imply on road transport in Western Europe.

Some new trends in commercial vehicle construction were also noticeable at this exhibition such as the use of larger engine capacities, and of gas turbines instead of petrol engines as power units. The application of shock absorbers instead of heavy laminated springs and the introduction of tubeless tyres on lorries, were also new trends.

Parallel to the development in the passenger car industry, mergers have recently also taken place in the European continental commercial vehicle industry such as in West Germany, France and Italy. As an example of this a van was displayed developed by Saviem (France), and Alfa Romeo (Italy), and equipped with a Renault (France), diesel engine.

The organization of the exhibition and the services available to the public and exhibitors were of high standards as usual at the RAI, although the space between some of the smaller stands tended to be somewhat crowded here and there. The number of visitors was 139,530 as against 140,256 in 1966, a slight drop which may be attributed to the slackening of interest in the heavy truck field.



HE Sir Peter Garran, British Ambassador (left) visiting the Rover stand at the Amsterdam Commercial Vehicle Show.

British ceramic plant exhibition

A WIDE RANGE of heavy equipment used in the manufacture and handling of ceramic products – bricks, blocks, tiles, tableware, sanitaryware and refractories – will be on display at a two-day exhibition to be staged by the British Ceramic Plant and Machinery Manufacturers' Association – PAMM – at Trentham Gardens, Stoke-on-Trent, on March 6 and 7. In addition to outdoor exhibits, the 17,000 sq. ft. ballroom at Trentham Gardens will be occupied by shell stands on which ceramists can meet representatives of the Association's member companies and discuss the new developments in plant and machinery that will be on show.

During the exhibition, which coincides with the Association's fourth annual general meeting, there will be lecture sessions – Whiteware on Wednesday and Heavy Clay on Thursday – when papers on new production processes and techniques for the manufacture of ceramics will be presented.

Requests for invitations to the exhibition and seminar should be addressed to the Secretary, British Ceramic Plant and Machinery Manufacturers' Association, 7 Chesterfield Gardens, Curzon Street, London, W.1 (Tel. 01-499 7774).

A group of Swedish buyers who visited the Blackpool Gifts Fair were entertained to lunch by Mr. Elkan Simons, chairman of the fair. Picture shows Mr. Simons with members of the mission. The buyers were looking for goods for the British Week to be held in Stockholm (September 27 to October 5).

Labex Northern 1968

FOR SOME TIME now, an exhibition has been held at Earls Court every other year, to show laboratory apparatus and materials. Originally known as the Laboratory Apparatus and Materials Exhibition, it later became known all over the world as LABEX. Prior to Labex International 1967, there was some demand for an exhibition in 1968 and the pressure was sufficiently great for the exhibition to be organized in Manchester during the week February 19 to 23.

Some 80 exhibitors took part and the exhibition was staged in a hall at the Belle Vue Zoological Gardens in Manchester. The stands were attractively set out so that items of interest were immediately visible and invited closer inspection, and it was unfortunate that attendance during the first two days was lower than anticipated owing to bad weather. On the third day, however, the exhibition was much busier and attracted visitors from further afield than Manchester.

A number of Americans made inquiries at stands and one Canadian gentleman is known to have come specially to Manchester to visit the exhibition. Great interest was created by a surprise visit on the first day by the Deputy Minister for Scientific Instruments from Moscow, who was accompanied by seven members of his technical advisory staff. A further visit was paid by a party of Russians consisting primarily of the chairman and his associates of Technical & Optical Equipment (London) Ltd. who were exhibitors.

Two other exhibitors from Eastern Europe were Metrimpex, the Hungarian Trading Company of instruments from Budapest, and Glassexport (laboratory and technical glassware), of Liberec, Czechoslovakia. Although the Czechs had a full display, the Hungarians were not so fortunate; their equipment suffered damage through fire on board ship.

Ten of the exhibitors were either based in the North West or had manufacturing facilities in this region and the majority of them were known to be keen exporters.

Among the number of important visitors to Labex Northern, held at Belle Vue, Manchester, from February 19-23, was Mr. Konstantin Arutyunov, Deputy Minister of Russia's instrument industry. Mr. Arutyunov is seen examining a wooden Airflow fume cupboard on the stand of Morgan & Grundy Limited, laboratory equipment manufacturers.

Imbex '68

IMBEX '68, the International Men's and Boys' Wear Exhibition, opened on February 26 at Earls Court, London. It will run until today (March 1).

It is the sixth exhibition of its kind and is sponsored by the Clothing Manufacturers' Federation of Great Britain, the Shirt, Collar and Tie Manufacturers' Federation and the Tie Manufacturers' Association, supported by the National Hosiery Manufacturers' Federation, and organized by Industrial & Trade Fairs Ltd.

An International Style Parade was also held in conjunction with the exhibition.

British 'Airport' for Australian Store Promotion

THE WORLD'S LARGEST scale model airport, complete with flying aircraft, will be on show at British store promotions to be held by the David Jones Group throughout Australia during April and May.

The 'International Model Airport' is the creation of Captain Brian Carney, an ex-airline pilot, who made it five years ago at a cost of £10,000. It weighs 2½ tons and measures 20 ft. by 35 ft. The lighting and control gear involves 11,000 ft. of cable and simulates the Calvert Approach Lighting System. Threshold Lighting, Radar, and the latest in aircraft control.

There are 100 aircraft and 1,000 vehicles, main passenger buildings, a revolving restaurant, twin control towers, fire stations, refuelling depots, engineering bases and car parks. Ultra-Sonic waves control the flight of the aircraft, which fly at average of 800 miles per year. There are models of the Trident, Caravelle, Boeing 707, D.C.8, Fokker Friendship and BAC 111, and many others – and also a model of the airship R 101. Corgi cars and lorries travel about seven miles a day and their tyres are changed at regular intervals.

The model airport drew a record crowd when it was shown at the Schoolboys' Exhibition in London on its return from a similar exhibition in Paris, where it won the 1966 diploma for the best working model on show. It has recently completed a 19-week tour of the United States.

The chain of promotions at the David Jones stores constitutes a break-through for British exports of all kinds of consumer goods to Australia. The promotions are supported by the Board of Trade and the BNEC Committee for Exports to Asia.

Boom sales of British fashions to Hong Kong

IMPORTS of British clothing and accessories to Hong Kong, now running at about 8 million dollars annually, have increased by 60 per cent since the British Week in March 1966, according to an estimate by the British Trade Commission, who make regular inquiries among agents and retailers.

British fashions are now a well-established part of the Hong Kong scene. The Commission reports that the impact of the British Week, when the new 'London Look' was suddenly apparent in shop windows, fashion parades, and in the press, brought the new and exciting changes in the fashion world home to everyone in the Colony.

By the time that the Week was over, shop assistants in all the major department stores and boutiques had become used to inquiries for British clothes and British fashion goods, and this demand continues. New shops such as the Trend Gallery, opened six months after the British Week, which deals almost exclusively in imported British clothes, have been established and are taking advantage of the popular demand for British goods. This demand is not limited to clothes but extends to British fashion accessories, 'mod' jewellery ('Old England' watches, for instance, are very much in vogue at present), and other items. Miss Duncan, beauty consultant of Yardley's International, has been in Hong Kong to advise fashion-conscious women on how to achieve the 'London Look' in their make-up.

Another recent visitor has been Michael Whittaker, the well-known compere and producer, who first went to Hong Kong to introduce the British Week Fashion Show, given before HRH Princess Margaret and an enthusiastic audience. This has been his third visit to the Colony in less than two years. The British Week not only launched British fashions in Hong Kong, but also stimulated Hong Kong manufacturers to give a new look to the clothes that they made themselves. Michael Whittaker first came to Hong Kong to present British fashions to the Colony, and at his second visit to display to fashion buyers from all over the world what Hong Kong could produce. Thus the Week, which so demonstrably succeeded in its aim to increase British exports, has also underlined the interdependence of our mutual trade.

New York showroom for Lulu collection

A PERMANENT Lulu-Lenbry showroom in New York will be the focal point for sales in America of a collection produced by a London fashion house, Lenbry Fashions, in collaboration with Lulu, Britain's 19-year-old pop singer. Lenbry Fashions is part of the Calico Printers' Association, said to be Britain's largest textile and fashion group.

CPA, who own 360 shops and stores, say that they are looking to the Lulu Collection to push their growing stake in Britain's fashion industry overseas as well as at home. A special company, Lulu by Lenbry, will market the new Lulu Collection throughout the world.

Showing the flag in the United States

THE FOLLOWING story of a firm's determination to show its products to the United States was sent in by Unicam Instruments:

Originally, Unicam Instruments planned to show some of their spectrophotometers at a scientific exhibition, The Pittsburgh Symposium, at the Penn-Sheraton Hotel, Pittsburgh Pa. They had worked very hard to prepare just the right display stands to fit an unusually awkward area and had them ready on January 12 in prefabricated form packed in crates for shipment the following Friday. Then, late on the evening of January 12, a Friday, their exhibitions manager, Mr. Tony Goodall, received news from Pittsburgh that as the result of a strike the symposium would be held in Cleveland, Ohio, with the opening date remaining the same.

To many companies this would have meant a cancellation, but not to Unicam Instruments. On the Monday a completely different stand was designed to fit the new area. Tuesday and Wednesday it was constructed and painted. Thursday saw it packed and driven to the docks. Friday it sailed on time for the symposium.

As a result of this hard work and effort Unicam Instruments, who already export over 60 per cent of their products, will be exhibiting a selection of their spectrophotometers and accessories at this major American scientific exhibition. Led by a determined sales force headed by Mr. Colin Scott, technical sales manager, they say they are confident that sales will be increased as a direct result of their participation.

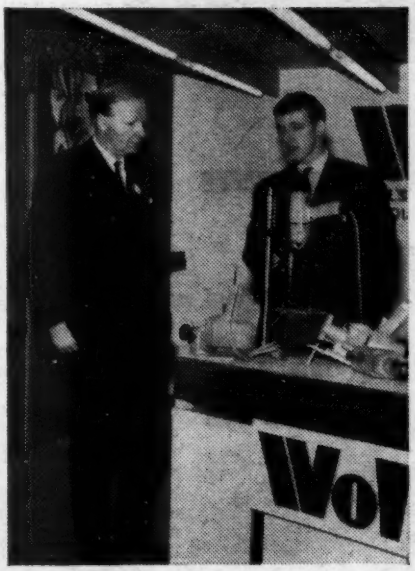
Britain at Brussels building exhibition

A report from the British Embassy, Brussels

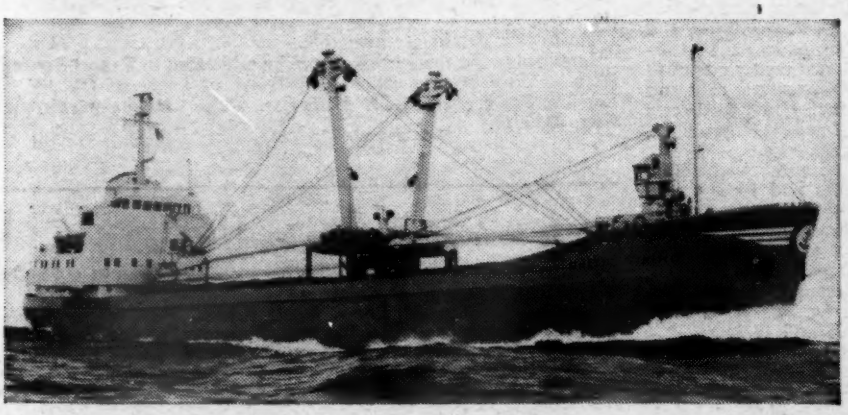
THE FIRST joint venture of 1968 organized by the Building Materials Export Group with Board of Trade assistance took place in Brussels at the Salon du Bâtiment et des Arts Décoratifs from January 27 to February 4. The British stand occupied the same site as it did last year on the topmost floor of the Centre Rogier Exhibition Building in the centre of Brussels. As a result of the way in which the exhibition organizers regulated the flow of visitors the top floor was in fact the first to be visited by the great majority and this coupled with the commanding position occupied by the British stand ensured that it received a great deal of attention. This attention was well merited since the stand was once again well conceived and designed. A particularly good feature of the design and one on which most participants commented favourably was the attractive central lounge, which included a bar and plenty of room for private discussions. Individual exhibitors took full advantage of the pleasing basic colour scheme.

The British stand was the only official participation at the exhibition and was therefore able to make a substantial impact. The stand was visited after the inauguration ceremony by M. De Saeger, the Belgium Minister of Public Works, and the following Monday the customary press reception was organized in the central lounge. The reception was well attended and the address given by Lord Winterbottom, Parliamentary Secretary, Ministry of Public Building and Works, was well reported in several daily and specialized newspapers.

The official participation again included several firms new not only to the Belgian market but also to exporting in Europe as a whole. Several firms took the opportunity to seek Belgian agents; G. Brady and Co. Ltd. appointed an agent for their electrically operated folding doors during the exhibition and Be Modern Ltd. with their decorative fire surrounds received several firm inquiries from potential agents. The Cellactite Division of British Uralite did some useful follow-up work after completing a contract for the supply of over 150,000 square metres of protected metal sheeting for a steelworks near Ghent. Turners Asbestos Cement Co. Ltd. reported a high level of interest particularly in the wake of the recent department store fire disaster in Brussels. Dom Products Ltd. of Royston found that their fixing devices for the building industry were very competitively priced and they intend making further investigations in the Belgian market. Great interest was shown in the new electric drill offered by Wolf Electric Tools Ltd., and Conex Sanbra Ltd. attracted a great deal of attention by their demonstration of the pressure which their pipe fittings and joints could withstand. Hilger and Watts Ltd. reported very good prospects for their surveying instruments, while Yale Locks and Hardware Co. conducted a useful survey of the Belgian market in conjunction with their agent.



Lord Winterbottom visiting a British stand at the Brussels Building Exhibition.



The mv 'Baltic Viking' sailed from Felixstowe on February 16, her cargo consisting of stand fitting material and exhibits for the forthcoming British Scientific Instrument Exhibition to be held in Moscow from March 18-27. The exhibits and stand fitting are packed into 31 containers with a total measurement tonnage of 750 tons. The value of the consignment is in excess of £1,000,000. The vessel will discharge in Leningrad and the containers will be forwarded to Moscow by road. All shipping and site handling arrangements in Moscow are being controlled by M. J. Druce (Export Services) Ltd. The exhibition is organized by the Scientific Instrument Manufacturers' Association, in collaboration with the Board of Trade.

'Design for Export'

THE 'Design for Export' project organized jointly by the British National Export Council and the Council of Industrial Design, will include a major exhibition occupying the whole of The Design Centre, a series of seminars running concurrently with the exhibitions, and a special issue of *Design* magazine.

From June 10 to July 13, the Design Centre will be devoted to the theme of British exports, with more than 1,000 exhibits selected to represent the many successful exports included in the CoID's Design Index. A special exhibition on a separate floor at the Design Centre will trace the correlation between good design and successful export performance in a range of capital and consumer durable products.

A full programme of seminars for senior management in British industry is being coordinated and a prospectus will be issued shortly. The seminars, to be held at the Design Centre, will examine some of the case studies and will cover other areas of design and export in depth.

It is hoped that Mr. Harold Wilson, the Prime Minister, will inaugurate the 'Design for Export' project on June 10 at a meeting of 300 industrialists at New Zealand House before opening the exhibition at the Design Centre.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and the Irish Republic

THE FRENCH *Moniteur Officiel* of February 10 published details of the extension of the trade agreement of November 10, 1959, between France and the Irish Republic. By an exchange of letters dated December 22, 1967, between the Governments of the Irish Republic and France, the Republics of Central Africa, Congo, Dahomey, Gabon and the Islamic Republic of Mauritania, the agreement is further extended for a period of two years from January 1, 1967.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

France and Rumania

THE FRENCH *Moniteur Officiel du Commerce International* of February 7 published details of an additional Protocol signed at Paris on January 26, 1968, to the long-term trade agreement of February 8, 1965, between France and Rumania.

The Protocol is for the year 1968 and covers quotas for this period.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288).

Switzerland and Chad

THE SWISS *Recueil des Lois Fédérales*, No. 2, of January 12, 1968, publishes the text of an agreement on trade, protection of investments and technical co-operation between Switzerland and Chad, concluded at Lagos on February 21, 1967.

Under this agreement, which entered into force on October 31, 1967, the two countries now grant one another most favoured nation treatment in all matters concerning Customs duties and charges and Customs formalities. In addition, by its terms, Switzerland will continue to grant the same liberal treatment as applied at the date of signing to imports from Chad, particularly seed and linters of cotton, ground nuts not intended for animal feed, raw hides and leathers, dates, gum arabic and handicraft products, which may all be imported without quota restrictions.

Imports into Chad from Switzerland will be authorized within the framework of the system of global quotas and foreign and foreign exchange regulations on the same footing as other foreign products. The agreement on this point specifically mentions Swiss dairy produce, various chemical products, textiles and mechanical and electrical equipment, and watches and repair parts.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 288, 408 and 423).

Rumania and Spain

A LONG-TERM trade and payments agreement between Rumania and Spain for the period 1968-1970 was announced in the *Board of Trade Journal* on December 1, 1967.

The text of the agreement and the lists of goods to be exchanged are now available in French in Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467). Inquirers should quote reference CRE 9529/G.

Czechoslovakia and Yugoslavia

IT HAS BEEN reported that a protocol to the 1966-1970 long-term trade agreement was signed in Czechoslovakia on December 15, 1967, between the Governments of Czechoslovakia and Yugoslavia for the period January-December 1968.

Czechoslovakia will continue to export to Yugoslavia as the main items machinery and equipment, such as mining machinery, machine tools, electrical engineering goods, roller bearings, textile machinery, tractors, construction and road building machines, lorries and cars. Also exported to Yugoslavia will be ferrous metallurgy products, chemical raw materials and substances, products of the agriculture and food sectors and considerable quantities of consumer goods. The delivery of investment units, mainly power generation and industrial reconstruction machinery, will begin. Yugoslavia will supply Czechoslovakia with electrical engineering goods, machine tools, textile and agricultural machinery, railway freight trucks and tank trucks. Also on the list will be deliveries of non-ferrous metals and semi-finished goods made from them, food and various consumer goods. Transportation and tourist services will comprise a considerable part of the volume of next year's exchanges.

No further details are available.

Inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Room E57, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext, 467), quoting reference CRE 4800/G.

Czechoslovakia and Afghanistan

THE CZECHOSLOVAK newspaper *Rude Pravo* reported that a trade protocol for 1967/68 between Czechoslovakia and Afghanistan was signed on December 6, 1967.

Czechoslovakia will export engineering products such as diesel motors, aggregates, transport equipment, agricultural machinery, pumps, hospital equipment, motor cycles, mopeds, chemicals, ceramic products, glass, paper, etc., in exchange for cotton, oil seed, hides and skins, raisins, walnuts and other agricultural products.

No further details are available.

Inquiries about this notice should be addressed to Export Services Branch, Tariff Section, Room E46, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420), quoting our reference CRE 4333/G.

Hints to businessmen booklets

REVISED EDITIONS of the following booklets have been issued in the 'Hints to Business Men' series:

The Republic of Korea, Saudi Arabia, Peru, Curacao – previously Netherlands Antilles and Surinam; Surinam is included in the booklet Guyana, Surinam and French Guiana published in August 1967.

An Addendum covering Guadeloupe and Martinique is being issued to the booklet Barbados, the West Indies Associated States, Monserrat and St. Vincent, and will be incorporated in this booklet at the next revision.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Pakistan and Bulgaria

THE GOVERNMENTS of Pakistan and Bulgaria have entered into a trade agreement for the exchange of goods between the two countries. The commodities involved in this agreement are listed below.

Exports from Pakistan to Bulgaria

Raw jute
Raw cotton
Jute goods
Te .ti.es (excluding yarn)
Yarn
Leather and leather products (including shoes)
Semi-tanned and tanned hides and skins
Miscellaneous manufactured goods.

Exports from Bulgaria to Pakistan

Urea
Zinc
Pig iron
Insulators
Pharmaceuticals
Tools and workshop equipment, including fork-lift trucks and small size cranes and hoists
Chemicals and separators
Electric meter components
Sub-station equipment, transformer and other electrical equipments.

Any inquiries arising from this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278).

Pakistan and Poland

PAKISTAN AND POLAND recently signed a protocol providing for balanced trade between the two countries on an expanded basis.

Under the protocol Pakistan will export to Poland raw cotton, raw jute, cotton piece goods and other cotton manufactures, cotton yarn and thread, tanned and semi-tanned hides and skins, sheep casings, crushed bones and bonemeal, oil seed cakes animal hair, leather footwear and other leather goods, sports goods, newsprint and other paper products and miscellaneous manufactures.

Polish exports to Pakistan will include coal and coke, electrical equipment, ACSR conductors, dyes and chemicals, scientific equipment, fertilizers, pesticides, tools and workshop equipment, pharmaceuticals, road building and construction machinery, ball and roller bearings, iron and steel products, pumps and compressors.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278).

Ceylon and Rumania

THE BOARD OF TRADE has received a copy of a Press Release of the Ceylon Ministry of Commerce and Trade, dated February 9, 1968. The Press Release states:

'An Economic and Technical Co-operation Agreement was signed this morning between the Government of Ceylon and the Government of the Socialist Republic of Rumania, which provides the frame-work within which the Government of the Socialist Republic of Rumania will render, on deferred payments, technical assistance in carrying out investigations and preparations of designs, assistance in setting up projects and the delivery of machinery, equipment and materials for agreed projects. The Government of the Socialist Republic of Rumania will also undertake the training of Ceylonese personnel both in connection with projects, as well as in other fields. In addition, they have offered four scholarships for Ceylonese trainees in Rumania.

Among the projects envisaged for financing and construction by Rumania is the Plywood factory at Avisawella.'

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade,*

The Republic of Dahomey and Ghana

THE DAHOMEY *Official Journal* of December 15, 1967, announced the ratification of a commercial agreement between the Republic of Dahomey and Ghana which was signed in Cotonou on May 26, 1967. Both nations agreed to grant the other most favoured nation treatment. The present agreement is valid for one year, and is renewable annually.

It is further reported in the press that Dahomeyan exports to Ghana will include cereals, fruit, vegetables, fish, alcoholic and non-alcoholic drinks, coconuts and copra, palm oil, perfumes, cotton, radio sets, motor vehicles and works of art; and that Ghanaian exports to Dahomey will include peppers, timber, clothing, alcoholic and non-alcoholic drinks, cocoa products, cigarettes and tobacco, pomades and powders, glassware, enamel and aluminium cooking utensils, plastic products, pharmaceutical products, towels and works of art.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4.

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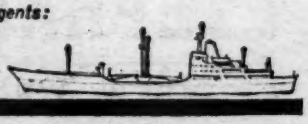

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(41/68) Sack-making Machinery; Plastic Production Equipment for Algiers City Council. March 17. E.S.B. 8733/68.

ARGENTINA

(40/68) Construction of Smelting and Extrusion Plant for Direccion General de Fabricaciones Militares. June 25. E.S.B. 8268/68.*

AUSTRALIA

(39/68) Diesel Electric Locomotives for Commonwealth Railways. April 23. E.S.B. 8240/68.
(39/68) Alternator and Equipment for Department of Works. (Further Information.) Tender documents now available. E.S.B. 6895/68.*
(39/68) Water Purification Plant for Echuca Waterworks Trust. March 20. E.S.B. 7796/68.
Electricity Commission of New South Wales:
(39/68) Cranes. Closing date not stated. E.S.B. 8211/68.
(40/68) Crane. Closing date not known. E.S.B. 8233/68.
(39/68) Construction of Pumping Station for Melbourne and Metropolitan Board of Works. March 29. E.S.B. 8209/68.
(40/68) Gauges for Postmaster General's Department (Further Information.) Closing date amended to read April 23. E.S.B. 6803/68.*
(37/68) Construction of Transmission Line for State Electricity Commission of Queensland. March 13. E.S.B. 7719/68.*
State Electricity Commission of Victoria:
(39/68) Switchgear. (Further Information.) Tender documents now available. E.S.B. 6889/68.*
(40/68) Generator Auxiliary Plant. (Further Information.) Closing date postponed to April 8. E.S.B. 44016/67.*

BELGIUM

(37/68) Plywood for SHAPE. March 15. E.S.B. 7721/68.*
(37/68) Communications Equipment for Ministry of National Defence. March 15. E.S.B. 7739/68.

BRAZIL

(36/68) Electrical Equipment for Centrais Electricas de Sao Paulo S/A. (Further Information.) E.S.B. 3756/68.*

BURMA

Burma Railway Board:
(41/68) Vinyl Fabric; Thread. March 18. E.S.B. 8755/68.*
(41/68) Buttons. (Further Information.) Tender documents now available. The tender has been amended to read 'Embossed white metal button, etc.' E.S.B. 45690/67.*
(36/68) Marine Diesel Engines for Government Dockyard. March 15. E.S.B. 7486/68.*
People's Electro-Mechanical Services (IDC):
(40/68) Incircuit Transistor Tester. March 15. E.S.B. 8269/68.*
(40/68) Insulators and Ceramic Rods. March 29. E.S.B. 8270/68.*
(40/68) Ball Bearings. March 9. E.S.B. 8271/68.*
People's Oil Industry:
(36/68) Steel Flanges. April 15. E.S.B. 7471/68.*
(36/68) Oxygen Regulators. March 15. E.S.B. 7484/68.*
(36/68) Water Trucks. March 15. E.S.B. 7489/68.*
Public Works Corporation:
(36/68) Asphalt. March 23. E.S.B. 7490/68.*
(40/68) Roofing Felt. March 25. E.S.B. 8272/68.*
(36/68) Cable and Wire for State Tender Board. March 26. E.S.B. 7472/68.*

CEYLON

(39/68) Refuse Collection Vehicle for Anuradhapura Preservation Board. March 15. E.S.B. 8239/68.
(40/68) Aluminium Alloy Sheets for Department of Government Stores. May 7. E.S.B. 8273/68.
(40/68) Cataract Spectacles for Department of Health. (Further Information.) E.S.B. 7431/68.*
(40/68) Tinplate Cans for Marketing Department March 23. E.S.B. 8274/68.
(41/68) Boilers for National Milk Board. March 30. E.S.B. 8726/68.
(40/68) Pipes and Fittings; Sanitaryware; Mortice Locks for State Engineering Corporation. March 18. E.S.B. 8275/68.*

COLOMBIA

(40/68) Waterworks Equipment for Empresas Publicas de Pereira. (Further Information.) Closing date extended to April 15. E.S.B. 1637/68.*
(40/68) Power Station Equipment for Interconexion Electrica S.A. May 15. E.S.B. 8707/68.

COSTA RICA

(38/68) Security Paper for Proveeduria del Banco Central de Costa Rica. April 15. E.S.B. 7743/68.*

ETHIOPIA

(38/68) Radio Transmitting and Receiving Equipment for Imperial Board of Telecommunications of Ethiopia. (Further Information.) Tender documents now available. E.S.B. 1805/68.*
(41/68) Schools Equipment for Ministry of Education and Fine Arts. March 18. E.S.B. 8726/68.*

FORMOSA

Central Trust of China:
(39/68) Oil. March 22. E.S.B. 8201/68.*
(39/68) Steel Flanges and Studs. March 21. E.S.B. 8203/68.*
(39/68) Muffle Furnace. March 20. E.S.B. 8202/68.*
(39/68) Pipe and Cable Locator; Laboratory Equipment. March 22. E.S.B. 8204/68.*
(39/68) Pipes and Pipe Fittings. March 21. E.S.B. 8205/68.*
(39/68) Calculagraphs. March 22. E.S.B. 8206/68.*
(39/68) Medical Equipment. March 18. E.S.B. 8207/68.*
(39/68) Needle Valves. March 21. E.S.B. 8208/68.*
(40/68) Steel Pipe. March 15. E.S.B. 8704/68.*
(40/68) Tractor with Semi-Trailer. March 18. E.S.B. 8705/68.*
(40/68) Tyres and Tubes. March 22. E.S.B. 8706/68.*
(40/68) Cigarette Tipping Paper. March 21. E.S.B. 8230/68.*
(40/68) Roller and Bushed Chain. March 21. E.S.B. 8231/68.*
(40/68) Drilling and Fishing Tools. March 21. E.S.B. 8232/68.*
(40/68) Air Filter. March 21. E.S.B. 8685/68.*

GERMANY, FEDERAL REPUBLIC OF

(39/68) Hospital Screens and Curtains for Universitatsklinkum, Berlin. March 13. E.S.B. 7794/68.*

GREECE

(37/68) Tractors for Ministry of Commerce. March 22. E.S.B. 7737/68.*
Public Power Corporation:
(37/68) Measuring Instruments (1). March 30. E.S.B. 7729/68.
(37/68) Measuring Instruments (2). March 22. E.S.B. 7730/68.
(37/68) Measuring Istruments (3). March 22. E.S.B. 7732/68.
(37/68) Meter Casings. March 26. E.S.B. 7733/68.
(37/68) Connectors. March 19. E.S.B. 7734/68.
(37/68) Press. April 4. E.S.B. 7735/68.
(37/68) Insulation Resistance Meters. March 26. E.S.B. 7736/68.
(40/68) Detonators. March 21. E.S.B. 8262/68.
(40/68) Cut-outs. April 3. E.S.B. 8263/68.
(40/68) Relays. April 1. E.S.B. 8264/68.

HONG KONG

(40/68) Electric Plugs and Sockets for Controller of Stores. (Further Information.) Tenders submitted direct must be routed through local agents. E.S.B. 6873/68.*
(40/68) Surgical Dressings for Tender Board. (Further Information.) Tenders submitted direct must be routed through local agents. E.S.B. 6871/68.*

INDIA

(36/68) Pumps for Bhabha Atomic Research Centre. April 8. E.S.B. 7494/68.*
(39/68) Switchgear for Bhakra Management Board. (Further Information.) Tender documents now available. E.S.B. 3767/68.*
Director General of Supplies and Disposals:
(37/68) Grinding Machine. (Further Information.) Closing date postponed to March 6. E.S.B. 45937/67.*
(39/68) Universal Machine Tool. March 22. E.S.B. 7774/68.*
(39/68) Lightning Arrestors and Surge Counters for Haryana State Electricity Board. April 2. E.S.B. 7795/68.
(39/68) Valves for Plant Design Circle. April 1. E.S.B. 7775/68.

IRAN

(37/68) Strap Iron for Iranian State Railway. April 17. E.S.B. 7740/68.*

IRAQ

(40/68) Batteries for Iraqi Ports Administration. March 14. E.S.B. 8701/68.
(40/68) Wireless Transmitters and Equipment for Ministry of Communications. March 25. E.S.B. 8703/68.

IRISH REPUBLIC

(39/68) Builders Materials; Floor Tiling for Kerry County Council. March 15. E.S.B. 8238/68.
(39/68) Mechanical Services Installation for Roscommon County Council. March 19. E.S.B. 8237/68.
(38/68) Construction of Water Supply Scheme for Urban District Council. March 22. E.S.B. 7763/68.

JORDAN

Jordan Arab Army:
(41/68) Viscose Staple Fibre. March 20. E.S.B. 8285/68.
(41/68) Woollen Knitted Material. March 20. E.S.B. 8286/68.
(41/68) Wool. March 20. E.S.B. 8287/68.
(41/68) Dye Stuff; Spinning Oil. March 20. E.S.B. 8288/68.
Jordan Phosphate Mines Co. Ltd.:
(40/68) Air Compressor. March 16. E.S.B. 8276/68.
(40/68) Linen Thread. March 12. E.S.B. 8284/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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LEBANON

(41/68) Traffic Control Equipment for Beirut Municipality. March 13. E.S.B. 8300/68.*
(40/68) Cable and Accessories for Lebanese Telephone Administration. March 18. E.S.B. 8299/68.*
(37/68) Municipal Vehicles for Municipality of Beirut. (Further Information.) Tender documents now available. E.S.B. 6832/68.*

LIBYA

(39/68) Canal Construction for Ministry of Finance. April 15. E.S.B. 8217/68.

MALAYSIA

(36/68) Hammocks for Ministry of Defence. April 4. E.S.B. 7447/68.*
(40/68) Electrical Equipment for Public Works Department. April 2. E.S.B. 8260/68.*
Royal Malaysian Police:
(41/68) Raincoats. March 15. E.S.B. 8719/68.*
(41/68) Blankets. March 15. E.S.B. 8723/68.*
(41/68) Rucksacks. March 15. E.S.B. 8720/68.*
(41/68) Ponchos. March 15. E.S.B. 8722/68.*
State Central Tenders Board:
(39/68) Workshop Tools and Equipment. April 1. E.S.B. 7784/68.*
(39/68) Mechanical Plant; Ambulances. April 1. E.S.B. 7785/68.*
(39/68) Bitumen Sprayers and Preheaters. April 1. E.S.B. 7786/68.*
(41/68) Telephone Switchboards for Telecommunications Stores and Workshops. April 5. E.S.B. 8725/68.* 68.*
(41/68) Cables and Loading Coils for Telecommunications Department. April 10. E.S.B. 8732/68.*

MALTA

(37/68) Injections for Medical and Health Department. (Further Information.) E.S.B. 6855/68.*
Treasury:
(40/68) Dressing Gowns. March 21. E.S.B. 8220/68.*
(39/68) Generator Set. March 21. E.S.B. 7790/68.*
(39/68) Fishing Nets. March 21 E.S.B. 8229/68.*

MEXICO

Federal Electricity Commission:
(40/68) Turbines and Accessories. April 5. E.S.B. 8258/68.*
(40/68) Control Panels and Equipment. March 22. E.S.B. 8259/68.*
(36/68) Pipes, Valves and Accessories. March 15. E.S.B. 7488/68.*

MOROCCO

(38/68) Telephone Cable for Ministere des Postes et Telecommunications. March 23. E.S.B. 7741/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(40/68) Tyres and Tubes. March 15. E.S.B. 8283/68
(40/68) Buses. May 14. E.S.B. 8277/68.*
(40/68) Building and Workshop Materials. April 1. E.S.B. 8280/68.
(40/68) Vehicle Spare Parts. March 13. E.S.B. 8282/68.
(41/68) Axles and Axle Assemblies. (Further Information.) Tender documents (in Portuguese) are now available. E.S.B. 6068/68.*

NETHERLANDS

(40/68) Road Maintenance for Chief Engineer of Waterways, Directorate of Utrecht. March 19. E.S.B. 8256/68.
(38/68) Application of Gravel Ridge for Director of Delta Works. March 19. E.S.B. 7748/68.
Headquarters, Allied Forces Central Europe:
(37/68) Buses. April 1. E.S.B. 7714/68.*
(37/68) Vehicles. April 1. E.S.B. 7115/68.*

NEW ZEALAND

(36/68) Electronic Supervisory Equipment for Christchurch City Council. March 22. E.S.B. 7492/68.*
General Post Office:
(39/68) Valves. March 26. E.S.B. 8214/68.*
(39/68) Microwave Equipment. March 27. E.S.B. 8215/68.*

NORWAY

(37/68) Vehicles for HQ Allied Forces Northern Europe. March 13. E.S.B. 7723/68.*

PAKISTAN

East Pakistan Industrial Development Corporation:
(39/68) Electrical Equipment. March 20. E.S.B. 7783/68.*
(39/68) Chemicals. March 25. E.S.B. 7800/68.*
(39/68) Iron and Steel Scraps. March 25. E.S.B. 7797/68.*
(39/68) Metals. March 25. E.S.B. 7798/68.*
(39/68) Ferrous Alloys. March 25. E.S.B. 7799/68.*
(40/68) Hospital Equipment. March 14. E.S.B. 8712/68.*
(41/68) Survey Instruments; Drawing Instruments; Hydrological Instruments and Spare Parts for East Pakistan Inland Water Transport Authority. March 14. E.S.B. 8714/68.
(41/68) Workshop Equipment for Pakistan Industrial Technical Assistance Centre. March 13. E.S.B. 8715/68.*
Pakistan Western Railway:
(37/68) Calcium Carbide. (Further Information.) Tender documents now available. E.S.B. 5818/68.*
(38/68) Paper (Further Information.) Tender documents now available. E.S.B. 5819/68.*
(37/68) Workshop Equipment. April 10. E.S.B. 7722/68
(38/68) Wooden Sleepers; Timber for Railway Board. April 1. E.S.B. 7746/68.*

PERU

(36/68) Storage Batteries and Chargers for Empresas Electricas Asocidas of Lima. (Further Information.) Tender documents now available. E.S.B. 6697/68.*

PHILIPPINES

(40/68) Water Meters for National Waterworks and Sewerage Authority (NWSA). April 15. E.S.B. 8708/68.*

SAUDI ARABIA

(37/68) Schools Furniture for Headquarters of Girls Schools. March 19. E.S.B. 7727/68.
(37/68) Generator Sets for Headquarters of the National Guard. March 20. E.S.B. 7728/68.
(40/68) Veterinary Medicines and Tools for Ministry of Agriculture and Water. March 24. E.S.B. 8293/68.
(37/68) Air Conditioning Units for Ministry of Commerce and Industry. March 17. E.S.B. 7726/68.
Ministry of Health:
(61/68) Electric Meters. March 24. E.S.B. 8291/68.
(41/68) X-ray Films. March 26. E.S.B. 8292/68.*
Royal Saudi Air Force:
(37/68) Telephone Exchange. March 19. E.S.B. 7725/68.
(36/68) Medical Equipment. March 25. E.S.B. 7906/68.

REPUBLIC OF SINGAPORE

(39/68 Hospital Equipment for Ministry of Health. March 18. E.S.B. 8225/68.*
(41/68) Marine Radio Equipment for Singapore Polytechnic. March 25. E.S.B. 8745/68.*
(40/68) Teleprinter Materials for Telecommunications Department. April 1. E.S.B. 8224/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(40/68) Sutures. March 19. E.S.B. 8242/68.*
(40/68) Surgical Glassware, March 19. E.S.B. 8243/68.*
(40/68) Surgical Goods; Razor Blades. March 19. E.S.B. 8245/68.*
State Tender Board:
(38/68) Excavators. March 14. E.S.B. 7766/68.*
(38/68) Pneumatic Immersion Vibrators. March 14. E.S.B. 7768/68.*
(38/68) Cable, March 27. E.S.B. 7751/68.*
(40/68) Spectrophotometer; Balance. March 19. E.S.B. 8294/68.*
(41/68) Echo Sounder. March 18. E.S.B. 8295/68.*

SPAIN

(38/68) Construction of Toll Road for Autopistas Concessionaria Espanola SA. April 30. E.S.B. 8561/68.

SUDAN

(41/68) Insecticide for Ministry of Agriculture and Forest. March 13. E.S.B. 8744/68.*
(41/68) Steel for Ministry of Works. March 28. E.S.B. 8742/68.*
(41/68) Leather for Sudan Gezira Board. March 20. E.S.B. 8738/68.*
Sudan Railways:
(41/68) Photo-Copying Machine. March 27. E.S.B. 8736/68.*
(41/68) Exhaust Fans. April 3. E.S.B. 8737/68.*

SWEDEN

(40/68) Cigarette Paper Reels for State Organization of Industry. March 16. E.S.B. 8252/68.

SYRIAN ARAB REPUBLIC

(40/68) Phosphate for Directorate of Electricity of the Northern Zone. March 25. E.S.B. 8711/68.
(36/68) Steel Rods and Sheets for Public Administration of Hidjaz Railways. March 30. E.S.B. 7478/68.
(36/68) Weighing Machines for Public Administration of Oil. March 17. E.S.B. 7479/68.
(41/68) Mosquito Nets for Syrian Army Stores Department. March 16. E.S.B. 8710/68.

TANZANIA

(38/68) Stationery for Bukoba District Council. March 25. E.S.B. 7749/68.*
(36/68) Building Materials for Dar es Salaam City Council. March 15. E.S.B. 7703/68.

THAILAND

(41/68) Transformers for Metropolitan Electricity Authority. March 26. E.S.B. 8296/68.*
State Railway of Thailand:
(41/68) Lathe. March 27. E.S.B. 8290/68.*
(41/68) Carbide Tips. March 22. E.S.B. 8297/68.*
(41/68) Surveying Equipment. March 28. E.S.B. 8298/68.

TURKEY

(40/68) Gas Meters for Electricity Gas and Bus Administration. March 18. E.S.B. 8266/68.*
(38/68) Engine Gaskets for General Department of PTT Supply and Procurement Department. March 22. E.S.B. 7770/68.*
(40/68) Traffic Control System for State Highway Department. March 25. E.S.B. 8265/68.*

UGANDA

(36/68) Construction of Secondary Schools for Uganda Government Central Tender Board. (Further Information.) Closing date now given as March 20. E.S.B. 6614/68.*

URUGUAY

Ministry of Public Health:
(38/68) Hypoglutamates. (Further Information.) Tender documents now available. E.S.B. 5490/68.*
(38/68) Dark Room Accessories. (Further Information.) Tender documents now available. E.S.B. 5492/68.*
(38/68). Drugs; Chemicals. (Further Information.) Tender documents now available. E.S.B. 5491/68.*
(37/68) Electronic Computer Equipment for State Insurance Bank. April 29. E.S.B. 7716/68.
State Oil and Alcohol Monpoloy (ANCAP):
(37/68) Fire Hose Foam Mixing Nozzles. March 26. E.S.B. 7717/68.
(37/68) Cupric Chloride. March 27. E.S.B. 7718/68.

UNITED STATES OF AMERICA

(40/68) Capacitor Banks for Bureau of Reclamation. March 28. E.S.B. 8267/68.

VENEZUELA

(40/68) Construction of Hydro-Electric Project for CADAFE. (Pre-qualification.) April 15 E.S.B. 9113/68.

ZAMBIA

Central Supply and Tender Board:
(37/68) Boots. March 22. E.S.B. 7713/68.*
(41/68) Trench Coats. March 29. E.S.B. 8735/68.*

Robert Hough

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(40/68) Agency inquiry for building materials; domestic furniture; carpets; steel pipes; sulphate-resistant cement; vehicles. E.S.B. 5664/68.

Australia
(39/68) Agency inquiry for cosmetics; druggists sundries; medicines; perfumes; sponges. E.S.B. 3898/68.
(40/68) Agency inquiry for burglar alarms; educational aids; first aid appliances; office equipment; safety devices. E.S.B. 1951/68.
(36/68) Inquiry for fairground equipment. E.S.B. 7300/68.
(39/68) Inquiry for quick release buckles. E.S.B. 33250/67.

Austria
(41/68) Agency inquiry for pumps. E.S.B. 5925/68.
(38/68) Inquiry for women's tights. E.S.B. 5591/68.

Bahamas
(37/68) Inquiry for rock axes. E.S.B. 7510/68.

Bahrain
(40/68) Inquiry for gift articles; magazines; records; toilet and cosmetic preparations. E.S.B. 8547/68.

Barbados
(39/68) Agency inquiry for motor accessories. E.S.B. 4735/68.

Belgium
(39/68) Agency inquiry for rainwear. E.S.B. 7984/68.
(37/68) Inquiry for hygiene products and articles; toilet preparations. E.S.B. 5236/68.
(39/68) Inquiry for cigar bands. E.S.B. 46249/67.

Bolivia
(38/68) Agency inquiry for hand tools; inspection cars; railway track and track materials. E.S.B. 6166/68.
(40/68) Agency inquiry for rocker-shovel loaders. E.S.B. 8141/68.
(41/68) Agency inquiry for floor coverings; plastic coated fabric. E.S.B. 7905/68.

British Honduras
(38/68) Agency inquiry for baking powder; cocktail savouries; flour; ice-cream cones; paper products; vegetables. E.S.B. 1059/68.

Brunei
(37/68) Inquiry in respect of language laboratory equipment. E.S.B. 25936/67.

Bulgaria
(39/68) Inquiry for hydraulic presses. E.S.B. 7119/68.
(41/68) Inquiry for varnish. E.S.B. 8356/68.

Canada
(37/68) Agency inquiry for coatings and panelling; plastic flooring; plastic wall finishes; skylights and hatchways. E.S.B. 6313/68.
(37/68) Agency inquiry for furniture; office equipment; theatre and cinema seating. E.S.B. 6742/68.
(38/68) Agency inquiry for men's and boy's sweaters. E.S.B. 7970/68.
(38/68) Inquiry for knitwear; skirts. E.S.B. 7874/68.
(39/68) Inquiry for handkerchiefs; knitwear; men's clothing; socks; ties. E.S.B. 7892/68.
(39/68) Inquiry for telephone equipment. E.S.B. 8071/68.
(39/68) Manufacture under licence – geophysical instruments; ground and air-borne surveying equipment; headphones and speakers; language laboratory instruments. E.S.B. 2620/68.
(40/68) Inquiry for generic drugs. E.S.B. 7830/68.
(40/68) Inquiry for woodworking machinery and equipment. E.S.B. 8358/68.

Colombia
(39/68) Inquiry for chemical plant; fertilizer plant. E.S.B. 44329/67.

Dahomey, The Republic of/Ghana
(40/68) Trade Agreement.

Denmark
(37/68) Agency inquiry for piece-goods. E.S.B. 3848/68.
(39/68) Agency inquiry for stitching machines. E.S.B. 45748/67.
(41/68) Inquiry for gas burners. E.S.B. 1067/67.

Fiji
(39/68) Agency inquiry for electric frying pans. E.S.B. 6130/68.

Finland
(36/68) Agency inquiry for shotguns; toys. E.S.B. 6591/68.
(38/68) Agency inquiry for nylon lingerie fabrics; suitings and overcoatings. E.S.B. 7878/68.
(40/68) Agency inquiry for animal foodstuffs; motor vehicle components. E.S.B. 6573/68.
(41/68) Agency inquiry for air rifle pellets; car cleaning articles; motor cycle mirrors; playing cards; tape measures; thermometers; toy construction sets. E.S.B. 7907/68.
(41/68) Agency inquiry for electrical household appliances; hand tools; portable electric power tools. E.S.B. 7942/68.
(37/68) Inquiry for cooler tubing systems. E.S.B. 8024/68.
(38/68) Inquiry for steel bars. E.S.B. 7935/68.

France
(36/68) Agency inquiry for plumbing accessories. E.S.B. 7149/68.
(37/68) Agency inquiry for electric storage heaters. E.S.B. 4100/68.
(37/68) Agency inquiry for mortise chains; woodworking tools. E.S.B. 7148/68.
(38/68) Agency inquiry for machine tools. E.S.B. 7145/68.
(38/68) Agency inquiry for rubber yarn. E.S.B. 7522/68.
(41/68) Agency inquiry for carpets; plastic tablecloths. E.S.B. 46535/67.
(41/68) Agency inquiry for plug connection sets. E.S.B. 1429/68.
(37/68) Inquiry for self-adhesive plastics. E.S.B. 7362/68.
(38/68) Inquiry for electronic equipment. E.S.B. 39103/57.
(38/68) Inquiry for transformer. E.S.B. 8078/68.
(40/68) Manufacture under licence – electromagnetic braking systems; static electrical welding apparatus. E.S.B. 45042/67.

France/Irish Republic
(40/68) Trade Agreement.

France/Rumania
(40/68) Trade Agreement.

Germany, Federal Republic of
(37/68) Agency inquiry for diamond grinding wheels. E.S.B. 7245/68.
(38/68) Agency inquiry for reproduction furniture. E.S.B. 7580/68.
(39/68) Agency inquiry for chemical plant; food processing and packaging equipment; plastics working machinery. E.S.B. 7370/68.
(41/68) Agency inquiry for steel; steel strip and wire; steel sheet. E.S.B. 7805/68.
(41/68) Agency inquiry for textiles. E.S.B. 8557/68.
(38/68) Inquiry for electric motors. E.S.B. 8388/68.
(38/68) Inquiry for paraffin wax; petroleum jelly; plastic resins; plastic piping and fittings. E.S.B. 8346/68.
(38/68) Inquiry for prefabricated houses. E.S.B. 7674/68.
(38/68) Import opportunity – potatoes. C.R.E. 211/68.
(41/68) Inquiry for sodium hypophosphite. E.S.B. 8821/68.

Greece
(36/68) Inquiry for secondhand television receivers. E.S.B. 7627/68.

Guyana
(38/68) Agency inquiry for adhesive tape; books and magazines; building materials and equipment; cameras and film; hurricane lanterns; linoleum; razor blades. E.S.B. 5383/68.
(38/68) Agency inquiry for confectionery; cosmetics; disinfectants; drugs and druggists sundries; foodstuffs; pet foods; pot scourers; toilet preparations. E.S.B. 5383/68.
(39/68) Agency inquiry for envelopes; stationers sundries. E.S.B. 17364/67.

Hong Kong
(37/68) Agency inquiry for plastic pot scourers. E.S.B. 7508/68.

A shipment of Motor Triple mower exports leaves Ipswich docks for shipment to Germany aboard the 'Ipswich Progress'. These mowers, part of a large consignment for Landre & Glinderman, one of Ransomes distributors in Western Germany, will be used for mowing grass on housing estates, municipal parks and sports fields. Countries of the European Economic Community are a rapidly growing market for Ransomes products.

Iceland
(40/68) Reduction in vehicle import fee.

India
(37/68) Agency inquiry for electrical and non-electrical measuring and controlling instruments and apparatus. E.S.B. 39250/67.
(37/68) Agency inquiry for industrial chemicals; non-ferrous metals; plastics raw materials; pulp; tanning materials. E.S.B. 44810/67.
(36/68) Inquiry for television components. E.S.B. 7388/68.
(39/68) Inquiry for condensers; glass sleevings; plastic film; meters; switches; testing equipment. E.S.B. 8384/68.

Iran
(40/68) Agency inquiry for kitchen and catering equipment; sanitary fixtures and appliances; water treatment plant. E.S.B. 7304/68.
(40/68) Inquiry for razor casting moulds or dies. E.S.B. 1426/68.
(40/68) Manufacture under licence – contractors equipment; road construction equipment. E.S.B. 8425/68.

Iraq
(38/68) Import licences.

Irish Republic
(36/68) Agency inquiry for excavator parts. E.S.B. 7590/68.
(36/68) Agency inquiry for hospital sterilizers. E.S.B. 7250/68.
(37/68) Agency inquiry for hosiery; knitted casual wear; raincoats and anoraks. E.S.B. 6127/68.
(37/68) Agency inquiry for leather skins; polystyrene raw materials; PVC sheeting. E.S.B. 7361/68.
(38/68) Agency inquiry for dumpers; electric hammers. E.S.B. 7683/68.
(39/68) Agency inquiry for gloves; hosiery; women's and children's clothing. E.S.B. 5273/68.
(40/68) Agency inquiry for corsetry and underwear elastics; plastic belts; yarns. E.S.B. 7965/68.

Italy
(37/68) Agency inquiry for clothing. E.S.B. 1555/68.
(37/68) Agency inquiry for sintered hard steel cutters. E.S.B. 5261/68.
(38/68) Agency inquiry for motor vehicle parts; motor vehicle electrical equipment. E.S.B. 5230/68.
(39/68) Agency inquiry for knitwear; leatherwear; rainwear; sportswear. E.S.B. 45824/67.
(41/68) Agency inquiry for hospital equipment. E.S.B. 7301/68.

Jamaica
(41/68) Agency inquiry for hospital equipment; milk coolers. E.S.B. 3817/68.
(37/68) Inquiry for electric carving knives. E.S.B. 1079/68.

Jordan
(39/68) Inquiry for dry cell battery-making machines. E.S.B. 44249/67.

†For further details of the 'Export Service Bulletin' see page 704.

Kenya
(40/68) Agency inquiry for shampoo sachets; sachet making, filling and sealing machines. E.S.B. 4198/68.

Kuwait
(38/68) Inquiry for mobile conveyor equipment; portable hoppers. E.S.B. 7815/68.

Lebanon
(40/68) Agency inquiry for dried yeast; floor coverings; household articles; kitchenware. E.S.B. 6393/68.

Libya
(38/68) Clearance of goods lying at seaports and airports. E.S.B. 3/G.

Luxembourg
(37/68) Inquiry for car tools. E.S.B. 7608/68.
(37/68) Inquiry for hotel and restaurant stainless steel tableware. E.S.B. 7577/68.

Malaysia
(39/68) Inquiry for soil pipe. E.S.B. 8621/68.
(40/68) Inquiry for tablet coating machinery; tablet drying cabinets. E.S.B. 5435/68.

Malta
(37/68) Agency inquiry for dish-washing machines; glassware; ice-making machines; oven-to-table ware. E.S.B. 6309/68.

Mexico
(38/68) Agency inquiry for papermaking and paper converting machinery. E.S.B. 7934/68.
(37/68) Inquiry for baling press; coconut processing machinery; drying machine. E.S.B. 7961/68.

Morocco/Switzerland
(40/68) Trade Agreement.

Netherlands
(39/68) Agency inquiry for saws. E.S.B. 7877/68.

New Zealand
(37/68) Agency inquiry for soil block-making machine; wire mesh based plastic sheet. E.S.B. 7632/68.
(39/68) Agency inquiry for rubber bungs; plastic tubing. E.S.B. 7160/68.

Nigeria
(39/68) Inquiry for printing machinery; stationery supplies. E.S.B. 8134/68.

North America
(41/68) Store buyers visits. E.S.B. 4763/67.

Norway
(39/68) Inquiry for giftware. E.S.B. 8541/68.

Portugal
(41/68) Agency inquiry for agricultural machinery equipment and spare parts; domestic electrical equipment; motor acccssories and spare parts; radios and television sets. E.S.B. 7340/68.

Rumania
(36/68) Inquiry for textile machinery. E.S.B. 26002/67.

Saudi Arabia
(39/68) Inquiry for women's and children's clothing. E.S.B. 12525/67.

Senegal
(39/68) Agency inquiry for toys. E.S.B. 8142/68.

South Africa
(37/68) Agency inquiry for steel alloy. E.S.B. 45245/67.
(41/68) Agency inquiry for stretch cloth; textile fabrics; yarns. E.S.B. 8306/68.
(41/68) Inquiry for circle-cutting machine; hydraulic and ram speed presses. E.S.B. 5245/68.

Sudan
(40/68) Inquiry for food laboratory and control equipment. E.S.B. 8110/68.

Sweden
(37/68) Agency inquiry for bandages; clothing; textile fabrics. E.S.B. 6204/68.
(41/68) Agency inquiry for coats and raincoats. E.S.B. 1203/68.
(41/68) Agency inquiry for dress fabrics; velvet. E.S.B. 8406/68.
(39/68) Inquiry for concrete mould braces. E.S.B. 6931/68.
(41/68) Inquiry for mechanical handling equipment. E.S.B. 6913/68.

Switzerland
(38/68) Agency inquiry for textile fabrics. E.S.B. 46624/67.
(40/68) Agency inquiry for time recording equipment. E.S.B. 8190/68.
(39/68) Inquiry for textile fabrics. E.S.B. 8327/68.

Trinidad and Tobago
(39/68) Agency inquiry for yellow dusters. E.S.B. 1536/68.
(40/68) Agency inquiry for air conditioning equipment; refrigerants; refrigeration equipment. E.S.B. 4319/68.
(39/68) Inquiry for beverage cases; bottle coolers; injection moulding machines; plastic moulding powder. E.S.B. 43989/67.

Turkey
(38/68) Agency inquiry for cable and wire; generating sets; transformers; transmission line equipment. E.S.B. 7354/68.
(36/68) Manufacture under licence - car radios. E.S.B. 6785/68.
(39/68) Inquiry for lifting bags. E.S.B. 7393/68.

Uganda
(38/68) Agency inquiry for second-hand juke boxes; switch cleaner; tape recorders. E.S.B. 7347/68.
(38/68) Inquiry for bottle conveyor and equipment; bottle washer; syruping crowning and filling machine. E.S.B. 7964/68.
(39/68) Inquiry for electrical installation equipment. E.S.B. 8484/68.
(39/68) Inquiry for textiles. E.S.B. 8143/68.

United States of America
(37/68) Agency inquiry for electronic instrumentation and devices. E.S.B. 7231/68.
(37/68) Inquiry for oil paintings. E.S.B. 7927/68.
(37/68) Inquiry for steel sockets and caps. E.S.B. 7699/68.
(39/68) Inquiry for pliers. E.S.B. 8473/68.

Various
(38/68) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Vietnam
(36/68) Inquiry for canned foods. E.S.B. 3877/68.

Yugoslavia
(38/68) Inquiry for ophthalmologic surgery instruments. E.S.B. 46052/67
(38/68) Zagreb Autumn Fair.

Zambia
(36/68) Agency inquiry for knitting wool; socks. E.S.B. 6966/68.
(37/68) Agency inquiry for bedding and bedding materials; bicycles and parts; clothing; cutlery; floor coverings; kitchen utensils; stainless steel and silver plate; textiles; toys; travelling goods; wax prints; wines and spirits. E.S.B. 46356/67.
(37/68) Inquiry for bleep system. E.S.B. 7664/68.
(39/68) Inquiry for nursery furniture and toys. E.S.B. 3063/66.

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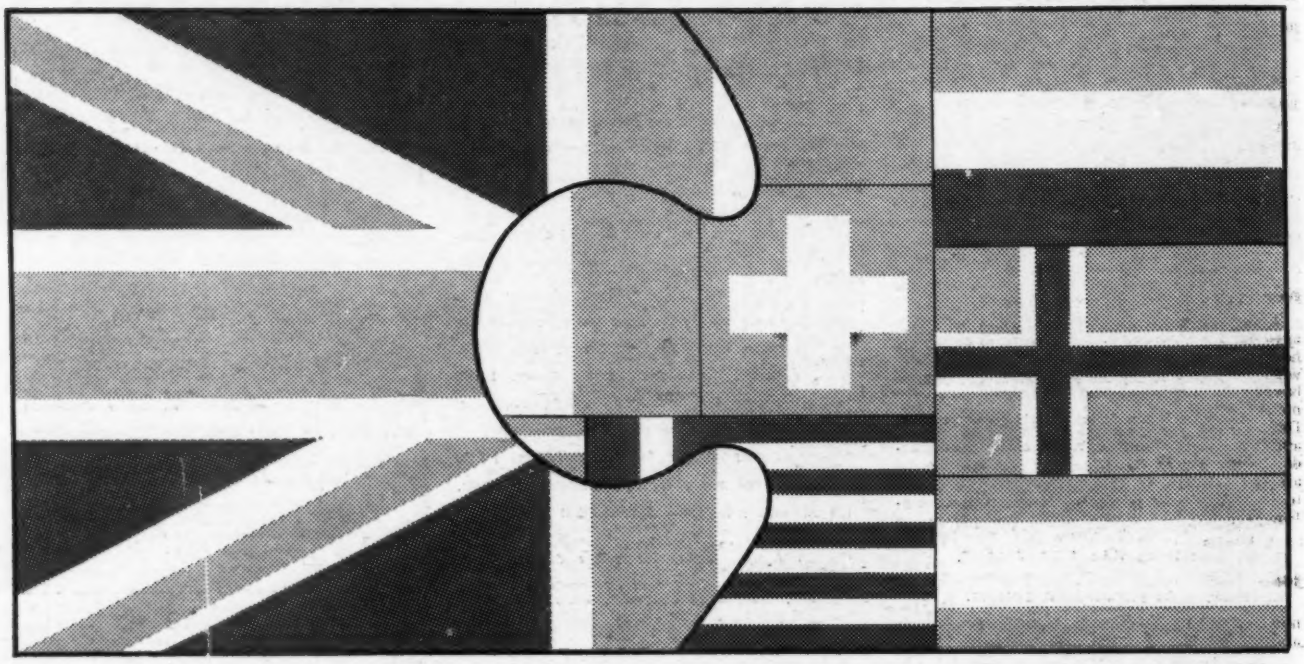

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Alternatively, please write or telephone the ICFC Manager responsible for your district. He will be happy to help and discuss your business with you in complete confidence and without commitment on your part.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Exports to Great Lakes

Great Lakes Computer Services Ltd. has signed a contract to install a Honeywell 120 computer system, according to Donald Burley, president of the service bureau. The computer will be manufactured at Honeywell's factory at Newhouse, Lanarkshire, and exported to the Great Lakes later this year.

New European markets

The Package Heater Company Limited have appointed agents to market their range of air heating equipment in Belgium. Distribution will begin immediately through the Ghent-based sales organisation SIDIS. This arrangement follows the agreement signed last December between Package Heater Company and ASET (Appareils Speciaux Echangeurs de Temperature) the French manufacturers of air heating equipment who have just begun to sell the British company's products in France.

100 export orders

The Hawker Siddeley 125 business jet has now recorded a century of export orders worth about £25,000,000. Total sales are now 131.

Pumps for Japanese aircraft

A major order from Japan for aircraft pumps to be used on the YS-11 – Asia's first turbo-prop jet airliner – has been won by Plessey Dynamics Group.

Daimler models for Portugal

Twenty - six Daimler underfloor - engined single-deckers are now in service in and around Lisbon. Twenty of the vehicles are buses, and the other six have luxury coachwork.

Civil engineering firm joins export drive

The Equipment Sales Division of Sir Robert McAlpine & Sons Ltd., civil engineering and building contractors, have won their second overseas order in less than six weeks for the McAlpine-designed and manufactured EF.140 Hydraulic Drive Boring Rig.

Bid for dollar exports

Mr. A. J. W. Green, chairman of Frederick Braby & Co. Ltd., has announced the signing of an important new agreement which it is anticipated will help substantially increase the company's exports to the United States.

Under the terms of this agreement the Mechanical Equipment Company of New Orleans has acquired the sole rights to market the Braby range of evaporator and distillation plant in the United States.

$2,500,000 contract

A contract valued at over $2,500,000 has been awarded by the Oshawa Board of Education, Ontario, to the Mitchell Construction Co. (Canada), a member of The Mitchell Construction Kinnear Moodie Group Limited.

Pharmaceutical exports to EEC up 20 per cent

Despite considerable difficulties in the second half of the year, exports by the British pharmaceutical industry reached £80.0 million in 1967, an all time record, 6.5 per cent higher than the previous record level of £75.1 million in 1966. Exports for British industry as a whole fell marginally in 1967.

Snorkels for Kuwait

An order worth £50,000 for two Snorkel firefighting and rescue units has been received from Kuwait Fire Department by Simon Engineering Dudley Ltd. of Dudley, Worcs. The Snorkels each carry four or five people in a safety cage and are capable of vertical, horizontal and rotary movement to give quick access to normally inaccessible positions. They will be mounted on ERF chassis.

World exports

During January The British Steel Piling Company Limited, received orders for pile driving and earth boring equipment from Argentina, France, Germany, Holland, Pakistan, Peru, South Africa, Sudan, Switzerland, United Arab Republic, United States and Yugoslavia. In the same period substantial orders were received for Frodingham steel sheet piling from British Honduras, the Bahamas, Canada, Eire, the Persian Gulf and the United States; 'H' piles were ordered by Guyana; and trench sheeting by Australia and Malaya.

Success in Bulgaria

QVF Ltd., chemical engineers, of Stoke-on-Trent, report their first order for Bulgaria, a large glass chlorination unit, which has been despatched to Sofia.

Exports to Australia

On their way to Australia direct from Invicta Plastics Limited of Oadby, Leicester, is one of the largest exports of its kind to a commonwealth country – two container loads of educational aids for Australian schools.

United States order for Power-Gas

The Power-Gas Corporation Limited, Stockton-on-Tees, England (a member of the Davy-Ashmore Group), has obtained an order to design and engineer a plant in the United States to produce ammonium sulphate from gypsum. This is the first contract gained by Power-Gas in the United States. The contract was negotiated by The Power-Gas Corporation of America, a company set up in mid 1967 to seek United States and international contracts within the plant engineering field.

Success in Poland

Priestman's Materials Handling Division has recently secured an order from Poland for several large capacity special seal grabs for discharging cargoes of phosphates and other fine, free-flowing materials. Valued at £16,000, this order was negotiated in conjunction with Priestman's Eastern European agents, Team Exports of Morden, Surrey.

Export dollar orders

Central Wagon Company's £¼ million custom-built container plant at Wigan has now started production. Already substantial export dollar orders have been received by C.W.'s subsidiary Central Containers Ltd., and deliveries have begun.

£375,000 orders

South Wales Switchgear's current work for developing countries in Africa, excluding contracts for South Africa, now totals some £375,000 in value and includes HT and LT switchgear and distribution transformers for the new Korle-Bu Hospital project in Accra, Ghana; transformers and switchgear for Nigeria; HT switchgear for the Zomba Power station of the Electricity Supply Commission of Malawi; and switchgear and transformers for the Tanganyika Supply Co. Ltd. of Tanzania.

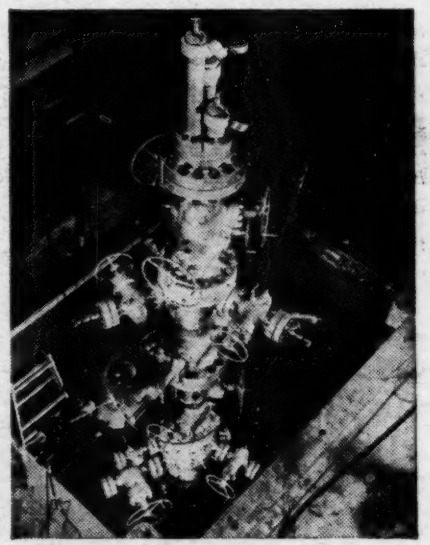
£140,000 export business in one month

Low Moor Alloy Steelworks Limited, the major producer of valve steel for the British motor car industry, received export orders to the value of £140,000 during January of this year. The orders were for stainless billet and bar and valve steel bar, and came from 10 countries, including Germany and the United States.

£8 million worth of Scotch whisky

Scotch whisky was by far Britain's top dollar-earning export in 1967, with Cutty Sark retaining its brand leadership as the largest single Scotch whisky export to the world's largest market – the United States. Shipments of Cutty Sark to the United States were the highest in value and volume ever recorded and were worth more than £8,500,000, representing 1.93 per cent of the United Kingdom's total dollar earnings.

World-wide sales of Cutty Sark showed an increase of 16.4 per cent, more than four times the 3.7 per cent growth rate in 1967 for the Scotch whisky industry as a whole. These figures were given in London by Mr. John Rudd, managing director of Berry Bros. & Rudd Ltd., the privately-owned company which markets the brand throughout the world.



A large wellhead 'Christmas Tree' was recently completed for Abu Dhabi Marine Areas Ltd. (owned jointly by British Petroleum and the Compagnie Francaise Des Petroles) by industrial valve specialists, Newman Hender (Woodchester) Ltd. Nearly 25ft. high and weighing about 11¼ tons, the wellhead assembly will be used on oil and natural gas wells in the new Zakum oil field off the coast of Abu Dhabi. The picture shows final inspection being carried out in a special pit at the Stroud works of Newman Hender (Woodchester) Ltd.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Import duty on wheat

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (No. 168) (Customs Duties and Form of Customs Tariff) (Wheat and Meslin) Order 1968, under the Imposition of Duties Act 1957 and the Finance Act 1962, which imposes a duty of £5 per ton on wheat and meslin (mixed wheat and rye) which are classified at tariff heading 10.01, with effect from February 20, 1968.

Applications for licences to import without payment of the duty should be addressed to the Secretary, Department of Agriculture and Fisheries, Government Buildings, Dublin, 2. Duty-free licences will be granted in certain cases, e.g. seed wheat. The existing import prohibitions on cereals are not affected by the imposition of the duty.

Inquiries relating to this Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

EUROPEAN ECONOMIC COMMUNITY

Trade in processed products with a fruit and vegetable base

THE *Board of Trade Journal* dated February 9, 1968 (page 437), contained an announcement about trade in processed products with a fruit and vegetable base.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L40 dated February 15, 1968.

Regulation (CEE) No. 176/68 fixes for each member state, the price difference of white sugar applicable for the calculating of levies and refunds for processed products with a fruit and vegetable base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Imports from non-member countries into the European Economic Community

THE *Board of Trade Journal* dated February 23, 1968 (dated 636), contained details of goods which under the provisions of Article 115 of the Treaty of Rome will not benefit from community treatment when imported from another member state even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L39 dated February 14, 1968, contains the text of Decision No. 68/99/CEE which extends until December 31, 1968, the authority previously granted to France (see *Board of Trade Journal*, March 17, 1967, page 738) to exclude from community treatment the following goods imported from another member state but originating in a third country.

Common Customs Tariff No.	Description of goods	Countries of origin
01.04 A I (b) 02.01 A IV	Live sheep . . . . . . Meat, of sheep	All third countries. All third countries.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for oils and fats

THE *Board of Trade Journal* dated February 16, 1968 (page 528), contained an announcement about the common organization of the market for oils and fats.

The text of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes* No. L43 dated February 17, 1968.

Regulation (CEE) No. 189/68 relates to certain methods of distribution for oil seeds purchased by intervention organizations.

Regulation (CEE) No. 190/68 relates to the denaturation process for rape and colza seeds.

Regulation (CEE) No. 191/68 modifies Regulation No. 224/67/CEE (*Board of Trade Journal* dated October 6, 1967 (page 863), which concerns certain procedures relating to aid for oil seeds.

Regulation (CEE) No. 192/68 completes Regulations 282/67/CEE and 284/67/CEE which concern intervention methods and export refunds in the oil seeds sector (see *Board of Trade Journal* dated October 6, 1967 on page 864).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
240/67	Concerning methods for determination of quality requirements for sugar	1s. (1s. 3d.)
419/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
432/67	Amending Regulation No. 350/67, defining the destination zones in respect of the application of export refunds for cereals	8d. (11d.)
434/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
460/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
461/67	Fixing the premiums to be added to the levies for cereals and malt	10d. (1s. 1d.)
462/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
463/67	Fixing the amount of subsidy in the oil seed sector	10d. (1s. 1d.)
464/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
465/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
466/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
481/67	Fixing the levies applicable to cereals and wheat or rye flour groats and meal	10d. (1s. 1d.)

SWEDEN

Temporary exemption of certain products from import duty

THE SWEDISH authorities have announced some further amendments to the list of goods temporarily exempted from import duty. The following is therefore a consolidated list incorporating all amendments and covers items exempt from duty until June 30, 1968. This notice supersedes that published in the *Board of Trade Journal* of September 23, 1966 (page 772).

Customs Tariff and sub-heading No.		Commodity
15.07	010	Unbleached linseed oil
15.10	600	Non-chemically defined fatty alcohols (mixtures) mainly consisting of fatty alcohols of at least 10 carbon atoms
28.49	100	Silvernitrate
29.01	540	Dodecylbenzene
29.04	100	Methanol
	600	Monohydric alcohols of at least 10 carbon atoms
29.14	340	Vinyl acetate, esters of metacrylic acids and of acrylic acids
29.15	130	Maleic acid and maleic anhydride acid, fumaric acid
	190	Adipinic acid, azelaic acid and sebacic acid
	900	Hexachloroendomethylene-tetrahydrophthalic acid (known as 'HET-acid') Hexachloroendomethylene-tetrahydrophthalic-anhydride
29.22	110	Ethylene diamine
29.26	200	Hexamethylenetetramine in solid form
29.27	000	Acrylonnitrile
29.30	901	Isocyanates
29.35	110	Furfuraldehyde and furfurylalcohol
	991	Methylethylpyridine, gamma-picoline (4-methyl pyridine)
	999	Caprolactum, intended exclusively for use in manufacturing textile fibres
38.19	920	Compounded alkylbenzenes of the kind used in the manufacture of surface active substances
	999	Non-chemically definable isocyanates
39.01	302	Polycaprolactum, intended exclusively for use in the manufacture of textile fibres
	891	Plates and film of saturated linear polyesters intended to be used exclusively in the manufacture of sensitized photographic film The provisions of Article 18 of the Customs Tariff Proclamation shall be correspondingly applied
39.02	105	Polypropylene granules, exclusively for use in the manufacture of textile material of Stat. No. 51.01.201 or 51.02.500 The provision of Article 18 of the Customs Tariff Proclamation shall be correspondingly applied
	810	Sheets of polyvinylbutyral, intended exclusively for use in manufacturing laminated safety glass
41.02	119	Leather, pre-tanned, intended to be used exclusively for further tanning The provisions of Article 18 of the Customs Tariff Proclamation shall be correspondingly applied
	149	
41.03	190	
41.04	190	
41.05	009	
56.01	100	Man-made synthetic textile fibres (discontinuous), not carded, combed or otherwise prepared for spinning
56.02	100	Continuous filament tow for the manufacture of man-made synthetic fibres (discontinuous)
56.03	100	Waste (including yarn waste and pulled or garnetted rags) of man-made synthetic textile fibres (continuous or discontinuous) not carded, combed or otherwise prepared for spinning
56.04	100	Man-made synthetic textile fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning
69.02	909	Fireproof construction material of ceramic carbon products
73.12	900	Hoop and strip, of iron or steel, hot-rolled or cold-rolled, of a thickness of less than 0·4 mm. clad with chromium
73.13	950	Sheets and plates, of iron or steel, hot-rolled or cold-rolled, of a thickness of less than 0·4 mm. clad with chromium

(Continued on next page)

SCANDINAVIA by WILSON LINE

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SWEDEN

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DENMARK

WEEKLY SAILINGS from
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WEEKLY SAILINGS from
HULL to STAVANGER, SANDNES, BERGEN, AALESUND, TRONDHEIM.
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LONDON to OSLO and OSLOFJORD PORTS.
FELIXSTOWE to OSLO and OSLOFJORD PORTS.
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Telephone: 26081 Telex: 52277/8.

London Agents; **THE UNITED SHIPPING CO. LTD., Mariner House, Pepys Street, E.C.3. Telephone: ROYal 3141 Telex: 2-8232.**

SWEDEN, *continued*

Customs Tariff and sub-heading No.		Commodity
82.05	809	Press tools (whether or not consisting of several parts) with one dimension exceeding 425 cm. or weighing more than 40,000 kg. each, as well as tool kits containing at least one tool of this kind
82.06	900	Spiral-shaped knives for mounting on rollers for leather working machinery or textile machinery
84.11	400	Multi-staged compressors of turbine type with a working pressure exceeding 4 atmg. Multi-staged compressors of piston type with a working pressure exceeding 25 atmg.
84.14	300	Baking ovens (for wafers)
84.16	200	Calenders and similar machines for the textile industry
	910	Cylinders therefor
84.17	500	Column rectifiers with their heat exchangers for fractionated distillation of liquid air with a capacity of at least 2,000 Nm3 air per hour
	600	Drying machines for shrinking shoe uppers on the last Machines for drying leather in stretched condition (pasting dryers, including machines classified under other Stat. Nos. for the application of adhesives and for washing the glass plates on the dryers; vacuum dryers and so-called toggling dryers). Apparatus for drying glued soles
	800	Baking ovens (for wafers) Tempering machines for chocolate with stirring equipment Apparatus for steam treatment of stitched shoe uppers Expansion machines of piston or turbine type for cooling compressed air; continuously working apparatus for sterilization of tinned food by means of steam with a temperature exceeding 100°C Steam potato peeling machines with a capacity of more than 4,000 kg of potatoes per hour
84.19	300	Automatic sealing machines for mounting sheet metal covers on tins
84.21	800	Machines for automatic spraying of leather, including such machines built into drying machines
84.22	809	Electrically controlled leather stocking machines Forging manipulators
84.23	101	Excavating machinery, weighing (the weight of loose counterweights not included) 125 tons or more, tracklaying, furnished with a pivoting superstructure and on which the dipper stick is driven by an electric motor placed on the shovel boom
84.25	200	Combine harvester-threshers for green peas
84.30	100	Laminators Cutting machines (for biscuits) Wafer saws with fixed cutting wires Wafer and sandwich spreading machines
	301	Machines for cleaning cocoa beans Hydraulic presses for extraction of cocoa fat Rolling mills for chocolate pastes, conches Chocolate moulding machines and chocolate coating machines with accompanying jigger and cooling tunnel Machines for moulding, cutting or other shaping of chocolate confectionery, etc.
	900	Moulds for machines for chocolate and confectionery manufacture
84.36	100	Machines and apparatus for extracting synthetic or artificial fibres
	200	Machines and apparatus for processing textile fibres *The exemption from duty does not cover:* Non-continuous dyeing machines Carbonizing machines, etc.
	300	Machines and apparatus for spinning, doubling, rinsing, rolling or reeling of yarn and the like
84.37	100	Looms *The exemption from duty does not cover:* Wool looms intended for one or more spool carrying shuttles Shuttleless looms into which the weft thread is introduced by means of an airstream Looms for the manufacture of machine felt
84.37	290	Knitting machines other than for handicrafts
	800	Machinery for the manufacture of tulle, lace, embroidery, passementerie or net making; warp machines and warp glueing machines and other machinery and apparatus for preparing yarn for weaving, etc.
84.38	100	Auxiliary machines and auxiliary apparatus for machines classifiable under Stat. No. 84.37 *The exemption from duty does not cover:* Dobbies Warp stop motions and weft stop motions
	301 305	Spindles
	401 405	Shuttles
	500	Heulds
	905	Spinning nozzles Pattern chains, pattern film bands, pattern cards, pattern drums and pattern wheels Drawing rollers
84.39	100	Machinery and apparatus for the manufacture of after-treatment of pressed felts, including machinery for the manufacture of felt hats *The exemption from duty does not cover:* Hat blocks
84.40	290	Washing machines for use in the textile industry
	390	Pressing machines for lengths of material
	400	Drying machines for the textile industry *The exemption from duty does not cover:* Apparatus for high pressure drying
	500	Dyeing machines *The exemption from duty does not cover:* Apparatus for high pressure dyeing Dyeing machines with a rotating drum
	600	Machinery and apparatus for printing yarn fabrics or pressed felt
	800	Other machinery for the textile industry intended for bleaching, stiffening or other after-treatment of yarn, fabrics or other textiles; rolling, folding and cutting machines for fabrics and other textiles
	920	Rollers for printing on yarn, fabrics and pressed felts
84.40	920 990	Guides for introduction of fabrics into textile machines
	990	Heating shoes for shrinking machines
84.41	100	Sewing machines for sewing insoles, middle soles and/or outer soles on to shoes
	809	Sewing machines (other than machines mainly intended for domestic purposes) *The exemption from duty does not cover:* Blind stitching machines Non-automatic shuttle seaming or seam machines
84.42	100	Machinery and apparatus for the preparation or processing of hides, leather or skins
	200	Shoe making machinery (other than sewing machines) *The exemption from duty does not cover:* Punching machines Riveting machines Delasting machines Combined finishing machines Machines for vulcanizing rubber soles on footwear Machines for spraying plastic soles on footwear
	910	Plates for graining leather
84.43	402	Die-casting machines
84.44	100	Pilgrim step rolling mills with a reciprocating movement of the roller stand
84.45	104 109 155 205 255 305 402 404 409	Numerically tape controlled (by punched tape or magnetic tape) machine tools for removing metal or metallic carbides *The exemption from duty does not cover:* Single-spindle drilling machines without automatic tool exchange, weighing each less than 6,000 kg., the weight of separate control system not included Other drilling machines, weighing each less than 4,000 kg., the weight of separate control system not included Milling machines, weighing each less than 7,000 kg., the weight of separate control system not included
		Other chip forming machine tools:
	104	Automatic lathes
	109	Other lathes *The exemption from duty does not cover:* Slide lathes Lathes, working with a rotating tool and with a spindle bore less than 110 mm. Copying lathes, weighing each less than 6,000 kg. Turret lathes, weighing each less than 4,000 kg.
	155	Planing machines *The exemption from duty does not cover:* Shaping machines, weighing each less than 4,000 kg. Slotting machines, weighing each less than 4,000 kg.
	205	Horizontal boring machines with a diameter of the spindle (whenever applicable the interior spindle) exceeding 80 mm. Horizontal fine boring machines, weighing each more than 4,000 kg. Drill units, weighing each more than 1,000 kg. Radial drilling machines, weighing each more than 1,500 kg. Ganged spindle drilling machines Pillar drilling machines with horizontal linear movements of the drilling spindle Other pillar drilling machines, weighing each more than 4,000 kg.
	255	Milling machines *The exemption from duty does not cover:* Milling units, weighing each less than 1,000 kg. Other milling machines (than milling units), weighing each less than 7,000 kg.
	305	Honing machines Lapping machines Surface grinding machines with rotary table
	404	Gear cutting machines
	409	Other machines *The exemption from duty does not cover:* Hacksawing machines, weighing each less than 1,500 kg. Threading units, weighing each less than 1,000 kg. Other thread cutting machines (than threading units) Electric-spark machines with an input power of the spark generator not exceeding 10 kilowatts
	500-802	Horizontal headers for automatic production of threaded bolts Bar and tube presses Toggle presses of over 250 tons pressure capacity Screw presses with over 750 tons pressure capacity Horizontal crank and eccentric shaft presses with over 400 tons pressure capacity Other crank and eccentric shaft presses with over 700 tons pressure capacity or with over 500 tons pressure capacity and with a surface area of at least 2,500 x 1,500 mm. Forging hammers, including drop hammers, weighing each more than 5,000 kg. Wire drawing machines with a maximum drawing speed of not less than 30 metres per second, whether or not combined with annealing equipment
	809	Machinery for the production of spiral-welded tubes Machinery for the production of cloth or net of metal wire *The exemption from duty does not cover:* Looms for the manufacture of wire cloth Combined straightening and severing machines for wire, weighing each 3,300 kg., or more, weight of outlet trench not included
84.56	100	So-called 'ball race mills' (mills with grinding balls fixed in horizontal rings)
84.57	900	Perforated so-called spinners for machines for the manufacture of glass fibre Platinum parts for machinery and apparatus under heading 84.57
84.59	390	Machinery for the production of X-ray film
	400	Electric wire coil-winders (including armature winders)
	809	Adhesive applicating machines for the manufacture of footwear Machines for colouring soles edges Machines for polishing, milling, roughening, folding, etc., of shoe soles and shoe uppers Machinery for the manufacture of cordage and rope made from textiles Oil skinners operating with rotating drums for the removal of oil (e.g. waste oil) from water surfaces
	970	Fuel elements for nuclear reactors based on uranium, with an enrichment degree (U 235 content) of 10% or more
85.11	115	Resistance furnaces for removing lubricants and presintering of powder-metallurgical products in vacuum Resistance furnaces for sintering of powder-metallurgical products in vacuum
	120	Bakery ovens (wafers)
	190	Lacquering ovens for copper wire
	301	Machines for electron beam welding in vacuum
85.21	300	Cathode ray tubes
	500	Hollow cathode lamps for spectrophotometers
87.03	000	Crane lorries with a lifting capacity exceeding 60 tons
87.12	220	Complete wheel hubs for cycles
	290	Complete pedals and gears for cycles
90.16	609	Machine propelled, automatically registering measuring machines for leather Checking fixtures intended to be used in conjunction with the tools and tool kits included in this list under heading 82.05. 809
90.28	901	Electrodynamic balancing apparatus *The exemption from duty does not cover:* Balancing apparatus for motor car wheels
	902	Automatic measuring recorders for leather
	906	Electronic optical instruments for surface analysis of the distribution of chemical elements in metals, minerals, etc. (microsounding instruments) Gas chromatographs Spectrophotometers, including scale expansion accessories imported together with the instrument
Various Stat. Nos.		Complete plants for the manufacture of synthetic textile fibres by means of a continuous production process

DENMARK

Import licensing—Corrigendum

THE LIST of commodities for which import licences are required on entry into Denmark, which appeared on page 639 of the *Board of Trade Journal* of February 23, 1968, included ex 07.06 salep and Jerusalem artichokes. However, the Board of Trade understand that all items under heading 07.06 have been liberalized and, therefore, import licences for them will not be required.

FRANCE

Global quotas for petroleum products

THE FRENCH *Journal Officiel* of February 15 announced the opening of quotas for the import from all countries on the petroleum products listed below:

Code No.	Tariff No.	Product
210	27.09 A	Crude petroleum oils.
220	27.10 A III b	Aviation spirit.
222	38,19 E, 27.10 A II	Mixed alkylenes and light oils destined to be chemically processed.
223	27.10 C I c, II c	Gas oil and domestic fuel oil.
225	27.10 C III & 34.03 A	Lubricants.
225 bis	38.14 B I a and Miscellaneous (1)	Lubricating additives (dopes) containing petroleum oils and shale oils; petroleum raw materials for their manufacture.
227	Ex 27.13 B & 34.04	Mineral waxes.
227 bis	Ex 27.13 B	Paraffin residues (slack wax and scale wax).
DICA	Miscellaneous (1)	Miscellaneous petroleum products.

(1) Importers must show on their applications for import licences the tariff numbers of the goods to be imported.

Requests for import licences should be addressed to the Direction generale des douanes et droits indirects, division des autorisations commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 8e, where they will be examined as and when they are received.

Importers must include on their licence applications the tariff number and description and the customs statistical code number.

Applications already lodged and on which no decision has been made by February 25 will be considered to be void.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 ((Tel. 01-248 5757, Ext. 423/408/288).

ICELAND

Reduction in vehicle import fee

THE MINISTRY of Finance in Iceland announced in a notice which appeared in the Icelandic *Official Gazette* of January 16 that the import fee on certain vehicles would be reduced immediately. A translation of the relevant portion of the notice is reproduced below.

Paragraph 1

'A fee in accordance with paragraph 16 of Law No. 4/1960 shall be collected upon customs clearance. It shall apply to all motor vehicles of a capacity less than 3 tons except public transport under customs tariff number 87 02 20, ambulances, fire engines and snow ploughs, also motor vehicles fulfilling the double purpose of police cars and ambulances, under customs tariff 87 02 38.'

Paragraph 2

'The fee on vehicles to which this regulation applies is 90 per cent of the f.o.b. value or the valuation, whether the vehicle is new or used, except for agricultural vehicles (Land Rover types with a wheel base of not more than 101 in.) under 87 02 37 of the customs tariff to which a 30 per cent import fee shall apply. The fee for motor cycles is 25 per cent.'

PORTUGAL

Import tariff amendment

THE PORTUGUESE *Diario do Governo*, First Series, No. 22 of January 26, 1968, publishes Decree Laws 48 221 and 48 222, which introduce the following additional note to the Import Tariff.

74.04.02 .....

Note: Rolled sheets of copper or brass of a minimum thickness of 4 mm. and a maximum thickness of 10 mm., of a width between 300 and 530 mm., in a single length and weighing not less than 300 kg. (blanks for cold rolling), shall be liable on importation to rates of $40 and $20 per kg., under the maximum and minimum tariffs respectively, when imported by Portuguese manufacturers of cold rolled sheet.

The application of these rates of duty shall further be subject to a report by the Inspectorate General of Agricultural and Industrial Products showing that the sheet concerned is not produced economically in Portugal. Products used otherwise than exclusively for the purposes of this note shall be held as an evasion of the duty specified in this sub-heading.

For EFTA purposes, goods covered by the above note will now be included in the duty free list annexed to Decree Law No. 47 958 of September 25, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Corrigendum

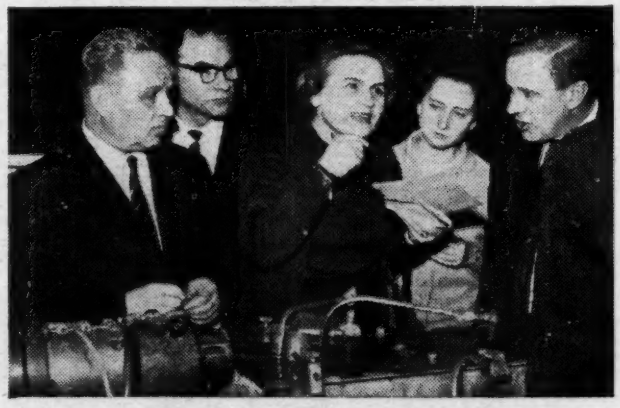
IN THE list headed 'Goods exempt from import duty in Portugal' which appeared in the *Board of Trade Journal* on January 26, 1968 (page 275), the sub-heading under tariff heading 80.02, should be amended to read 02.

ITALY

Import from Great Britain of ruminants and pigs (Correction)

IN THE NOTICE published in the *Board of Trade Journal* of February 9, 1968, page 438, about imports from Great Britain of ruminants and pigs, their products and by-products, sub-paragraph (b) 3, fifth line, the word 'Derbyshire' should be inserted between the words 'Denbighshire' and 'Flintshire'.

RUSSIAN MEDICAL EXPERTS



Explaining a technical point on the extruding of plastics is Madam Krilova, the interpreter who escorted a team of Russian medical experts on their visit to the Portex Medical Plastics factory at Hythe on January 19. They are (left to right): Mr. V. K. Koshevoy, head of the team; Mr. N. F. Tsvetkov; Madam Krilova, interpreter; Madam E. V. Smurova; and Mr. W. Crossland, director and general manager of Portex Limited.

MALTA

Import duties

THE MALTESE Import Duties Act, 1964, has been amended by the Import Duties (Amendment) Act, 1968. Certain rates of duty have been revised; they are as follows:

Item No.	Item	General Tariff	Preferential Tariff
38.11	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, fly-papers):		
	A. Put up for retail sale	27	13
	B. Other	0	0
	NOTE: Imported for agricultural purposes.		
68.02	Worked monumental or building stone, and articles thereof (including mosaic cubes), other than goods falling within heading No. 68.01 or within Chapter 69:		
	A. Steatite balls imported for industrial purposes	0	0
	B. Other	37	23
82.13	Other articles of cutlery (for example, secateurs, hair clippers, butchers' cleavers, paper knives); manicure and chiropody sets and appliances (including nail files):		
	A. For agriculture	0	0
	B. Barbers' clippers	0	0
	C. Other	37	23
85.07	Shavers and hair clippers, with self-contained electric motor:		
	A. Shavers	37	23
	B. Other	0	0
87.06	Parts and accessories of the motor vehicles falling within heading No. 87.01, 87.02 or 87.03	51	30
	NOTE: Identifiable parts of vehicles of heading No. 87.01 (not falling under any other heading of the tariff) imported exclusively for agricultural use	0	0

All inquiries relating to this notice should be addressed to Export Services Branch. Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

LEBANON

Rates of import tax on sugar manufactures

THE FOLLOWING AMENDMENTS have been made in the Lebanese tax on sugar manufactures:

Tariff No.	Details of product	Basis for collection	Rate of tax Pts	Remarks
04.02	Milk and cream, preserved, concentrated, sweetened	K.↓G	12	This item includes milk prepared for the manufacture of confectionery and milk prepared as baby food. In view of the difficulty of distinguishing between milk prepared for these two purposes, the Committee has recommended a reduced rate on all products falling within this tariff number.
04.05	Birds' eggs and sweetened yolks	K.↓G	50	
17.02	Chemically pure lactose and glucose	K.N.	5	
	Other sugars	K.N.	½ the tax on raw sugar	
	Syrups, honey substitutes, including substitutes mixed with natural honey, burnt sugar and molasses	K.N.	50	
17.03	Molasses, whether or not decolorized	K.N.	1	
17.04	Sugar confectionery, not containing cocoa	K.↓G	50	
17.05	Flavoured or coloured sugars, syrups and molasses (including flavouring by vanilla or vanillin), but not including fruit juices, containing added sugar	K.↓G	50	
18.06	Chocolate and other food preparations containing cocoa, containing added sugar	K.↓G	50	
19.02	Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes (including preparations containing less than 50% by weight of cocoa), containing added sugar:			
	Specially prepared as infant food	K.↓G	5	
	Other	K.↓G	50	
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, cornflakes and similar products), containing added sugar	K.↓G	50	
19.08	Pastry, biscuits, cakes and other fine bakers' products (whether or not containing cocoa in any proportion), containing added sugar	K.↓G	50	
20.03	Fruits preserved by freezing containing added sugar	K.↓G	50	
20.04	Fruits, fruit peel and parts of plants, preserved by sugar (drained, glace or crystallized)	K.↓G	50	
20.05	Jams, fruits jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, containing added sugar	K.↓G	50	
20.06	Fruit otherwise prepared or preserved, containing added sugar	K.↓G	50	
20.07	Fruit juices (including grape must) and vegetable juices, unfermented and not containing spirit, containing added sugar	K.↓G	50	
21.07	Food preparations, n.e.s.i.:			
	Compound extracts, non-medicinal for the manufacture of beverages, containing added sugar	K.↓G	50	
	Modified milk, containing added sugar	K.↓G	12	Same rate of tax on unmodified milk.
	Other food preparations, n.e.s.i., containing added sugar	K.↓G	50	
22.02	Lemonade, flavoured spa waters and flavoured aerated waters, and other non-alcoholic beverages, not including fruit and vegetable juices falling within heading 20.07 containing added sugar	K.N.	50	

NOTE: Preparations containing added sugar of any type in a proportion not exceeding 5 per cent shall not be considered as preparations containing added sugar.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Customs tariff

THE FOLLOWING AMENDMENTS have been made in the Lebanese Customs tariffs:

Heading No.	Description of goods	Basis for collection	Normal tariffs
85.04	Electric accumulators:		
11	(a) Accumulator boxes and separators	*Ad val.*	14%
21	(b) Other	*Ad val.*	28%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

JORDAN

Ban on imports of plain worsted fabric

THE JORDAN Government has imposed a ban on the importation of plain worsted fabric having a weight of more than 7.5 oz. This ban came into effect on February 1, 1968.

Any inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

KUWAIT

Importation of used heavy vehicles prohibited

THE KUWAIT GOVERNMENT has announced that the importation of all types of second-hand transport vehicles (such as lorries, buses,

heavy duty trucks) is now prohibited. This prohibition came into effect on December 24, 1967.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

MOZAMBIQUE (PORTUGUESE EAST AFRICA)

Amendment to customs tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 2 of January 3, 1968 published Decree No. 48192, whereby the note to BN 87.10 of the minimum import tariff in Mozambique providing for a reduced rate of duty on imports of cycles (including delivery tricycles), not motorized, was withdrawn with immediate effect.

The same issue also published Order No. 23130 which lays down that, from the same date, entry into use of cycles, with or without motors, falling within tariff headings BN 87.09 or BN 87.10 and produced under special Customs warehouse arrangements, will be liable to the following minimum import duties, on the basis of the amount of national work incorporated:

	Amount of national work for fiscal purposes	Duties to be paid on the basis of the amount
87.09	0-30%	28% *ad valorem*
	31-60%	18%
	61-70%	5%
	71-100%	Nil
87.10	0-30%	Esc. 420·00 each
	31-45%	350·00
	46-60%	250·00
	61-70%	150·00
	71-75%	20·00
	76-100%	Nil

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, E.C.4 (Tel. 01-248, Ext. 460 and 462).

ZAMBIA

Visa requirements

GOVERNMENT NOTICE No. 34 of 1968, published in the *Zambia Gazette* of January 12, varies the terms of visa requirements which may affect certain British travellers entering Zambia.

Details were previously published in the *Board of Trade Journal* of September 2, 1966 (page 599).

'Payment of visa fees on entry to Zambia

'It is hereby notified for public information that where visa fees are required to be paid in terms of *Gazette* Notices No. 1633 or No. 2041 of 1966, such fees will, with effect from January 16, 1968, be payable at the port of entry to Zambia.

'Visa fees should not, therefore, be sent to the Chief Immigration Officer with applications for visas, but they should be paid to the Immigration Officer examining the holder on entry to Zambia. The fee payable will be K2.25, and arrangements will be made for receipt of this amount in the equivalent value in certain foreign currencies.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference number CRE 16102/G.

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1968 (No. 12), published as Rhodesia Notice No. 20 on January 19, amends the Customs and Excise (Suspension) Regulations, 1967, to the following extent:

		Effective Rate
FIRST SCHEDULE By the insertion of the following item:		
Ex 232 (b)	Naphthalene or paradichlorobenzene balls of a diameter of not more than 1 inch and not less than ½ inch	*ad val.* 5%

GHANA

Exchange transfer arrangements

THE BANK OF GHANA issued the following statement in the Ghana *Commercial and Industrial Bulletin* of February 2:

'Announcement on transfers

Since June 1, 1966, import payments and other non-capital transfers have received foreign exchange cover on a current basis. Since August 1966 a scheme has been in operation for clearing arrears of short-term debt outstanding as at May 31, 1966. Instalments under this scheme have been covered up to date, and it is expected that the remaining amount can be successfully covered to wind up the scheme by mid-1968. The servicing of medium- and long-term debts on suppliers' credit was resumed in July 1967 on the basis of the rescheduled arrangements with our creditors, and all instalments due so far have been covered up to date.

It is now possible to give consideration to the treatment of profits and other capital items, and accordingly Exchange Control announces the following plans for liberalization of the transfer of the earnings of overseas investors in Ghana. These plans fall into two parts, covering respectively accumulated arrears and current earnings:

(a) *Arrears accumulated as at June* 30, 1967 – Profits and dividends relating to periods before July 1, 1967, which have not yet received Exchange Control approval will be considered separately from current earnings. It is proposed to clear these arrears according to a system of priorities, which will take account of the chronological order in which the earnings accrued and of the occupation in which the company is engaged.

A first instalment of these arrears will be cleared during the first half of 1968. On the basis of profits notified as at the date of this Notice, Exchange Control are prepared to approve the transfer of the following categories of earnings, provided that in all other respects the applications satisfy Exchange Control requirements:

(i) *Industrial and agricultural companies* – Profits earned or dividends declared in respect of accounting years ended up to June 30, 1964, will be allowed in full.

(ii) *All other companies* – Profits earned or dividends declared in respect of accounting years ended up to June 30, 1961, will be allowed in full, and those relating to the year ended June 30, 1962, will be allowed as to 50 per cent.

This represents the maximum instalment possible for the time being, but a further review will be made during the course of 1968 to decide, in the light of the foreign exchange situation, what further payments can be announced.

(b) *Current earnings from July* 1, 1967 – Applications to transfer profits and dividends arising from such earnings, especially applications from manufacturing, mining and agricultural companies, will in the future receive favourable treatment from Exchange Control.'

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference number CRE 16893/G.

(*Continued on next page*)

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GHANA, *continued*

Notice to importers — Corrigendum

THE HEADING to Ghana Notice to Importers No. 280, published in the *Board of Trade Journal* of February 16 (page 541) should read as follows: Notice to Importers No. 303.

SINGAPORE

Customs duty amendments

SINGAPORE GOVERNMENT *Gazette* Subsidiary Legislation Supplement No. 11 dated February 6, 1968, publishes the Customs Duties (Amendment No. 3) Order, 1968, which amends the Schedule to the Customs Duties Order, 1967, as follows:

(a) substitute for item 599 212 the following:

Tariff Code	Description	Unit of Quantity	Customs Duty		
			Full	Preferential	Excise
599 212	Mosquito coils	Cwt	$30	$30	Nil

(b) substitute for items 812 200-1 and 812 200-2 the following:

812 200-1	Squat pans	Ton	$5 each	$5 each	Nil
812 200-2	Wash basins	Ton	$5 each	$5 each	Nil
812 200-3	Water-closet pans	Ton	$5 each	$5 each	Nil
812 200-4	Others	Ton	Nil	Nil	Nil

Singapore Government *Gazette* Subsidiary Legislation Supplement No. 13 dated February 9, 1968, publishes the Customs Duties (Amendment No. 4) Order, 1968, which amends the Schedule to the Customs Duties Order, 1967, by adding the following new items:

Electro-mechanical appliances with self-contained electric motors of a type normally used in the household or in hotels', restaurants', offices', schools', hospitals', canteens' and trains', aircrafts' or ships' kitchens:

Tariff Code	Description	Unit of Quantity	Customs Duty		
			Full	Preferential	Excise
725 034	Ceiling fans	Number	$16 per piece	$16 per piece	Nil
725 035	Table fans	Number	$6 per piece	$6 per piece	Nil
725 037	Parts for fans	Value	20%	20%	Nil

Import restrictions

THE BOARD OF TRADE has received Notice to Singapore Importers No. 5 of 1968, which states that with effect from February 9, 1968, the importation of the undermentioned goods from any country must be covered by specific import licences approved by the Imports and Exports Control and Registration Department:

Fire-crackers, rocket fire-crackers, fire-works and rocket fire works.

A notice in the Singapore Government *Gazette* dated February 9, 1968, amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by deleting the existing item 50 'Fire-crackers' and substituting the above-mentioned goods.

PHILIPPINES

Processing and certification of consular invoices

DETAILS OF AN agreement reached between HM Government and the Government of the Republic of the Philippines on the subject of Foreign Service Circular 144/66 were published in the *Board of Trade Journal* dated February 17, 1967, and September 1, 1967.

The requirement for the notarization of the declaration of the seller, manufacturer, exporter or his authorized representative has now been discontinued by the Manila Chamber of Commerce Circular No. 23, the text of which is given below:

DEPARTMENT OF FOREIGN AFFAIRS
Manila
DEPARTMENT ORDER No. 5-68

Subject: *Elimination of certain requirements in the certification of documents of merchandise*

Pursuant to the recommendation of the Secretary of Finance, the following requirements in the certification of documents of merchandise are hereby eliminated:

1. The notarization of the declaration of the seller, manufacturer, exporter or his authorized representative on the commercial invoice;
2. The submission of a notarized declaration from the exporter of textile and yarn shipments authorizing the United States Commissioner of Customs to disclose any information in his possession pertaining to drawbacks;
3. The submission of a certification from the United States Collector of Customs regarding the quantity and price of remnant shipments;
4. The submission of a notarized statement on yarn shipments; and
5. The submission of a notarized statement on textile shipments.

In lieu of Item No. 1 above a certification embodying the same statement now being required shall be accepted.

In lieu of Item 5 above, a certification identifying the country in which the textiles were woven or knitted as well as the country in which the yarn originated shall be accepted.

The submission of price list shall not be required as a prerequisite for the certification of every document of merchandise. The certifying consular officers, with the assistance of the Finance and Commercial Attaches, should avail themselves of price lists previously submitted and other value information now in their possession, as well as obtain such price lists and catalogues as may be considered necessary from manufacturers, producers, and trade organizations, or through the facilities of the foreign government concerned. The certifying consular officers shall be jointly responsible with the Finance and Commercial Attaches for up-dating such value records that they have compiled, and for transmitting as often as possible copies of the pertinent records or information to the Bureau of Customs in Manila.

The attention of certifying consuls is also invited to regulations providing that consular invoices may be presented for certification at the consular establishments having jurisdiction over either (1) the place of manufacture, (2) the place of purchase, or (3) the place of exportation.

In view of the nature of air shipments, consular invoices covered by air way-bills may be submitted for certification within a reasonable time before or after the departure of the carrier.

Please be guided accordingly.

January 24, 1968.

(*Signed*) NARCISO RAMOS,
Secretary of Foreign Affairs.

Any inquiries arising out of this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253 or 2747).

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AUSTRALIA

Tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on January 6, 1968. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively. These changes take account of the recommendations made by the Tariff Board in the concluding interim report under the General Textile Reference. Tariff changes affecting Chapter 59 (from new tariff item 59.17) onwards will be published in the *Board of Trade Journal* dated March 8, 1968.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
59.01	Wadding and articles of wadding; textile flock and dust and mill neps:				
59.01.100	Wadding	50% Primage 5%	22½%	25%	15%
59.01.9	Other:				
59.01.910	Put up for retail sale	30%	12½%	7½%	Free
59.02	[Felt and articles of felt, whether or not impregnated or coated:				
59.02.1	Felt, not made up, not impregnated or coated:				
59.02.110	For making polishing pads	7½%	Free		
59.02.19	Other:				
59.02.191	Wholly of hair	37½% Primage 10%	22½% Primage 5%		
59.02.192	Wholly or partly of wool, not being goods falling within sub-paragraph 59.02.191	27½% and $0·125 per sq. yd.	12½% and $0·05 per sq. yd.		
59.02.199	Other	37½% Primage 10%	22½% Primage 5%		
59.02.2	Felt, not made up, impregnated or coated:				
59.02.210	Impregnated or coated with asphalt, bitumen, pitch, tar or similar materials	35% Primage 5%	12½%	25% Under new item 59.02.000	15%
59.02.220	Impregnated or coated with artificial plastic materials	40%	25%		
59.02.290	Impregnated or coated with other materials	47½%	22½%		
59.02.300	Stationery accessories	40% Primage 5%	17½%		
59.02.400	Hand-made carpets, carpeting or rugs, being floor coverings	12½%	Free		
59.02.900	Other]	52½% Primage 10%	27½% Primage 5%		
59.02.000	*Felt and articles of felt, whether or not impregnated or coated*	Various (Under former items 59.02.110; 191; 192; 199; 210; 220; 290; 300; 400; 900)		25%	15%
59.04	Twine, cordage, ropes and cables, plaited or not:				
59.04.100	[Reaper and binder twine	$0·006 per lb. Primage 10%	$0·004 per lb. Primage 5%	17½% (Under new item 59.04.991)	10%
59.04.2	Tyre cord as used in the manufacture of pneumatic rubber tyres:				
59.04.210	Of cotton	30% and $0·033 per lb.	12½% and $0·033 per lb.	No change (Under new item 59.04.110)	
59.04.290	Of other materials	$0·20 per lb., or, if higher, 20%; and a temporary duty of 10%	$0·175 per lb., and a temporary duty of 10%	No change (Under new item 59.04.190)	
59.04.9	Other:				
59.04.910	Of cotton	45% and $0·042 per lb. Primage 5%	17½% and $0·019 per lb.	40%	25%
59.04.920	Of manila hemp	32½%	17½%	30% (Under new item 59.04.999)	10%
59.04.930	Of coir, New Zealand hemp (that is to say, Phormium tenax) or sisal (that is to say, Agave sisalana)	42½% Primage 5%	17½%	30% (Under new item 59.04.999)	10%
59.04.990	Of other materials]	49%	17½%	50% (Under new item 59.04.920) 30% (Under new item 59.04.999)	25% 10%
59.04.1	*Tyre cord as used in the manufacture of pneumatic rubber tyres:*				
59.04.110	*Of cotton*	No change (Under former item 59.04.210)		30% and $0·033 per lb.	12½% and $0·033 per lb.
59.04.190	*Of other materials*	No change (Under former item 59.04.290)		$0·20 per lb., or, if higher, 20%; and a temporary duty of 10%	$0·175 per lb., and a temporary duty of 10%
59.04.9	*Other:*				
59.04.910	*Of cotton*	45% and $0·042 per lb. Primage 5%	17½% and $0·019 per lb.	40%	25%
59.04.920	*Of man-made fibres*	(Under former item 59.04.910) 49% (Under former item 59.04.990)	17½%	50%	25%
59.04.99	*Other:*				
59.04.991	*Reaper and binder twine*	$0·006 per lb. Primage 10% (Under former item 59.04.100)	$0·004 per lb. Primage 5%	17½%	10%
59.04.999	*Other*	32½% (Under former item 59.04.920) 42½% Primage 5% (Under former item 59.04.930) 49% (Under former item 59.04.990)	17½% 17½%	30%	10%
59.05	Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope:				
59.05.100	[Fishing and rabbit nets and netting	7½%	Free	No change (Under new items 59.05.110; 900)	
59.05.9	Other:				
59.05.910	Of cotton	45% and $0·042 per lb. Primage 5%	17½% and $0·019 per lb.	7½% (Under new item 59.05.900)	Free
59.05.990	Of other materials]	45% Primage 5%	17½%	7½% (Under new items 59.05.190; 900)	Free

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
59.05.1	*Goods the manufacture of a less developed country, as follows:* *(a) fishing and rabbit nets and netting; and* *(b) other goods, not being goods of cotton:*				
59.05.110	*Fishing and rabbit nets and netting*	No change (Under former item 59.05.100)		7½%	Free
59.05.190	*Other*	45% Primage 5% (Under former item 59.05.990)	17½%	7½%	Free
59.05.900	*Other*	No change (Under former item 59.05.100)		7½%	Free
		45% and $0·042 per lb. Primage 5% (Under former item 59.05.910)	17½% and $0·019 per lb.		
		45% Primage 5% (Under former item 59.05.990)	17½%		
59.06	[Other articles made from yarn, twine, cordage, rope or cables, other than textile fabrics and articles made from such fabrics:				
59.06.100	Of cotton	45% and $0·042 per lb. Primage 5%	17½% and $0·019 per lb.	40% (Under new item 59.06.000)	25% (Under new item 59.06.000)
59.06.900	Of other materials]	45% Primage 5%	17½%		
59.06.000	*Other articles made from yarn, twine, cordage, rope or cables, other than textile fabrics and articles made from such fabrics*	45% and $0·042 per lb. Primage 5% (Under former item 59.06.100)	17½% and $0·019 per lb.	40%	25%
		45% Primage 5% (Under former item 59.06.900)	17½%		
59.07	[Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; tracing cloth; prepared painting canvas; buckram and similar woven fabrics for hat foundations and similar uses:				
59.07.1	Tracing cloth:				
59.07.110	Of cotton	$0·017 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%	7½% (Under new item 59.07.000)	Free (Under new item 59.07.000)
59.07.190	Of other materials	22½%	5%		
59.07.200	Prepared painting canvas	7½%	Free		
59.07.9	Other:				
59.07.910	Of flax	47½%	37½%		
59.07.92	Of cotton:				
59.07.921	Coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like	7½%	Free		
59.07.929	Other	17½% and $0·25 per lb.	7½% and $0·20 per lb.		
59.07.930	Of man-made fibres	$0·271 per sq. yd. 22½% Primage 10%	$0·25 per sq. yd. 5% Primage 5%		
59.07.990	Of other materials]				
59.07.000	*Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; tracing cloth; prepared painting canvas; buckram and similar fabrics for hat foundations and similar uses*	No change (Under former items 59.07.200; 921) Various (Under former items 59.07.110; 190; 910; 929; 930; 990)		7½%	Free
59.08	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials:				
59.08.1	Impregnated or coated with resins of the vinyl or vinylidene types, not being braids:				
59.08.11	Impregnated or coated with resins of the polyvinyl chloride type, not being pressure sensitive adhesive fabrics:				
59.08.119	Other	40% and a temporary duty of $0·80 per lb., less 100% of the f.o.b. price	25% and a temporary duty of $0·80 per lb., less 100% of the f.o.b. price	$0·80 per lb., less 100% of the f.o.b. price; and 40%	$0·80 per lb., less 100% of the f.o.b. price; and 25%
59.08.6	Impregnated or coated with celluloid, nitrocellulose or silicone rubber, not being braids:				
59.08.610	[Waterproofed; leathercloth; bookbinders' cloth]	47½% Primage – Leathercloth; bookbinders' cloth 5% Other 10%	22½% Primage – Leathercloth; bookbinders' cloth Exempt Other 5%	52½% (Under new item 59.08.610) 57½% (Under new item 59.08.620)	22½% (Under new item 59.08.610) 27½% (Under new item 59.08.620)
59.08.610	*Leathercloth; bookbinders' cloth*	47½% Primage 5% (Under former item 59.08.610)	22½%	52½%	22½%
59.08.620	*Waterproofed cloth, not being goods falling within paragraph* 59.08.61	47½% Primage 10% (Under former item 59.08.610)	22½% Primage 5%	57½%	27½%
59.08.7	Braids:				
59.08.710	When not suitable for attire	30% Primage 10%	7½% Primage 5%	40%	12½%
59.08.9	Impregnated or coated with other materials, not being braids:				
59.08.920	Goods in which a textile fabric contains not less than 20% by weight of man-made fibres, not being pressure sensitive adhesive fabrics or goods falling within paragraph 59.08.91	7½% and a temporary duty of 47½% or, if higher, $0·25 per sq. yd.	Free, and a temporary duty of 37½% or, if higher, $0·25 per sq. yd., less 10%	55% or, if higher, $0·25 per sq. yd., and 7½%	37½% or, if higher, $0·25 per sq. yd., less 10%
59.09	[Textile fabrics impregnated or coated with oil or preparations with a basis of drying oil:				
59.09.100	oil baize, as prescribed by by-law	22½%	5%	7½% (Under new item 59.09.000)	Free (Under new item 59.09.000)
59.09.200	Oil silk	7½%	Free		
59.09.300	Braids	30% Primage 10%	7½% Primage 5%		
59.09.900	Other]	47½% Primage 10%	22½% Primage 5%		

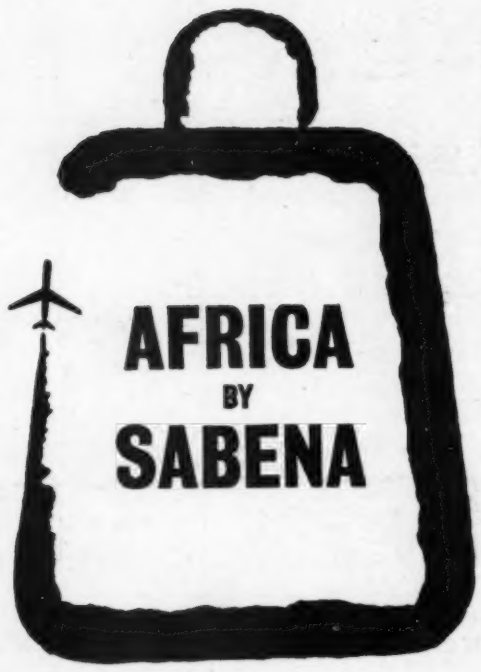
(Continued on next page)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
59.09.000	*Textile fabrics impregnated or coated with oil or preparations with a basis of drying oil*	No change (Under former item 59.09.200)		7½%	Free
59.11	Rubberized textile fabrics, other than rubberized knitted or crocheted goods:	Various (Under former items 59.09.100; 300; 900)			
59.11.100	[Waterproofed	47½% Primage 10% other than leathercloth. Primage 5% leathercloth only	22½% Primage 5% other than leathercloth	55% (Under new item 59.11.100) 7½% (Under new item 59.11.900)	45% Free
59.11.900	Other]	The rate in these columns that applies to a textile fabric of the same weight per square yard as the goods being a fabric that is otherwise identical with the 'essential' base fabric		55% (Under new item 59.11.100) 7½% (Under new item 59.11.900)	45% Free
59.11.100	*With rubber addition, the quantity of rubber amounting to not more than 1 ounce per square yard of fabric*	47½% Primage 10% other than leathercloth. Primage 5% leathercloth only (Under former item 59.11.100)	22½% Primage 5% other than leathercloth	55%	45%
59.11.900	*Other*	The rate in these columns that applies to a textile fabric of the same weight per square yard as the goods being a fabric that is otherwise identical with the 'essential' base fabric (Under former item 59.11.900)		7½%	Free
59.12	Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio back-cloths or the like:	47½% Primage 10% other than leathercloth. Primage 5% leathercloth only (Under former item 59.11.100)	22½% Primage 5% other than leathercloth		
59.12.100	[Painted canvas being theatrical scenery, studio back-cloths or the like	The rate in these columns that applies to a textile fabric of the same weight per square yard as the goods being a fabric that is otherwise identical with the 'essential' base fabric (Under former item 59.11.900)			
59.12.200	Gummed stay cloth	37½% Primage 10%	15% Primage 5%	Various (Under new item 59.12.900)	
59.12.300	Coated with glass beads (ballotini)	30% Primage 10%	10% Primage 5%		
59.12.4	Braids:	27½%	12½%	25% (Under new item 59.12.100)	15%
59.12.410	When not suitable for attire	30% Primage 10%	7½% Primage 5%		
59.12.490	Other.	12½%	Free		
59.12.9	Other:				
59.12.91	Waterproofed, in widths not exceeding 30 centimetres (11·811 in.):				
59.12.911	Impregnated or coated with asphalt, bitumen, pitch, tar or similar materials	47½% Primage 10%	22½% Primage 5%	Various (Under new item 59.12.900)	
59.12.919	Impregnated or coated with other materials	7½%	Free		
59.12.99	Other:				
59.12.991	Impregnated or coated with asphalt, bitumen, pitch, tar or similar materials	35% Primage 5%	12½%		
59.12.999	Other]	The rate in these columns that applies to a textile fabric of the same weight per square yard as the goods being a fabric that is otherwise identical with the 'essential' base fabric		25% (Under new item 59.12.100) Various (Under new item 59.12.900)	15%
59.12.100	*Coated with glass beads (ballotini): coated or impregnated with starch, of a kind used solely or principally in the manufacture of window blinds*	27½% (Under former item 59.12.300)	12½%	25%	15%
59.12.900	*Other*	The rate in these columns that applies to a textile fabric of the same weight per square yard as the goods being a fabric that is otherwise identical with the 'essential' base fabric (Under former item 59.12.999)		The rate of duty set out in this column that would apply to the goods if they were uncoated, non-impregnated fabrics of the same width and weight per square yard as the goods and of the same weave and textile fibre composition as the textile fabric in the goods, or, if there are two or more textile fabrics in the goods, as the textile fabric in the goods that gives, or, in the opinion of the Minister, is deemed to give, the goods their essential character	
59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads:	Various (Under former items 59.12.100; 200; 410; 490; 911; 919; 991)			
59.13.100	[Having a width or diameter not exceeding 2 inches	35%	21%	45% (Under new item 59.13.100)	33%
59.13.200	Having a width or diameter exceeding 2 inches but not exceeding 6 inches	32½%	15%	45% (Under new item 59.13.200)	30%
59.13.900	Other]	7½%	Free	20% (Under new item 59.13.900)	10%
59.13.100	*Having a width or flattened width, in the case of tubular fabrics, not exceeding 2 inches*	35% (Under former item 59.13.100)	21%	45%	33%
59.13.200	*Having a width or flattened width in the case of tubular fabrics, exceeding 2 inches and not exceeding 6 inches*	32½% (Under former item 59.13.200)	15%	45%	30%
59.13.900	*Other*	7½% (Under former item 59.13.900)	Free	20%	10%
59.14	[Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighters, candles and the like; tubular knitted gas-mantle fabric and incandescent gas mantles:				

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
59.14.100	Tubular knitted gas-mantle fabric	30% or, if higher, $0·30 per lb.	17½% or, if higher, $0·125 per lb.		
59.14.200	Incandescent gas mantles	42½% Primage 10%	17½% Primage 5%		
59.14.9	Other:			35% (Under new item 59.14.000)	25%
59.14.910	Woven, not being seamless tubular fabric	50%	27½%		
59.14.990	Other]	22½% Primage 10%	5% Primage 5%		
59.14.000	*Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighters, candles and the like; tubular knitted gas-mantle fabric and incandescent gas mantles*	Various (Under former items 59.14.100; 200; 910; 990)		35%	25%
59.15.000	[Textile hosepiping and similar tubing with or without lining, armour or accessories of other materials]	45% Primage 10, other than canvas fire hose; Primage 5%, canvas fire hose only	22½% Primage 5%, other than canvas fire hose	7½% (Under new item 59.15.100) 35% (Under new item 59.15.900)	Free 25%
59.15	*Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials:*				
59.15.100	*With lining or coating of rubber or artificial plastic materials*	45% Primage 10% (Under former item 59.15.000)	22½% Primage 5%	7½%	Free
59.15.900	*Other*	45% Primage 10%, other than canvas fire hose; Primage 5%, canvas fire hose only	22½% Primage 5%, other than canvas, fire hose	35%	25%
59.16	Transmission, conveyor or elevator belts or belting, of textile material, whether or not strengthened with metal or other material:	(Under former item 59.15.000)			
59.16.1	[Impregnated, coated or laminated with artificial plastic material:				
59.16.110	Conveyor or elevator belts or belting	45%	35%	No change (Under new item 59.16.100)	
59.16.190	Other	37½%	27½%	No change (Under new item 59.16.900)	
59.16.900	Other]	37½%	27½%	No change (Under new item 59.16.900)	
59.16.100	*Conveyor or elevator belts or belting, impregnated, coated or laminated with artificial material*	No change (Under former item 59.16.110)		45%	35%
59.16.900	*Other*	No change (Under former items 59.16.190; 900)		37½%	27½%
59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant:				
59.17.1	[Fabrics not made up; cords, braids and the like, of a kind commonly used as packing or lubricating materials:				
59.17.11	Bolting cloth:				
59.17.111	Wholly of silk	Free	Free	No change (Under new item 59.17.910)	
59.17.119	Other	$0·021 per sq. yd.	Free	The rate of duty set out in these columns (being a First Schedule rate) that, but for this item would apply to the goods (Under new item 59.17.990)	
59.17.120	Straining cloth	7½%	Free		
59.17.13	Cords, braids and the like, of a kind commonly used as packing or lubricating materials:				
59.17.131	Of cotton	45% and $0·042 per lb. Primage 5%	17½% and $0·019 per lb.	25% (Under new item 59.17.190)	15%
59.17.139	Of other materials	45% Primage 5%	17½%		
59.17.140	Fabrics reinforced with metal; fabrics of the metallized yarn falling within item 52.01	35%	27½%	The rate of duty set out in these columns (being a First Schedule rate) that, but for this item would apply to the goods (Under new item 59.17.990)	
59.17.19	Other:				
59.17.191	Of a kind commonly used in paper-making machines or asbestos cement sheet-making machines	7½%	Free	No change (Under new item 59.17.920) The rate of old duty set out in these columns (being a First Schedule rate) that, but for this item would apply to the goods (Under new item 59.17.990)	
59.17.192	Wholly of cotton, not being goods falling within sub-paragraph 59.17.191	22½%	5%	The rate of duty set out in these columns (being a First Schedule rate) that, but for this item would apply to the goods (Under new item 59.17.990)	
59.17.199	Other	40%	17½%		
59.17.200	Goods that are: (a) Made up; and (b) made of fabrics of a kind falling within sub-paragraph 59.17.191	7½%	Free	No change (Under new item 59.17.110) 25% (Under new item 59.17.190)	15%
59.17.300	Articles of wadding of a kind used solely or principally for filtering milk or cream	Free	Free		
59.17.9	Other:				
59.17.910	Bobs or wheels, polishing or scouring, wholly of felt or in which the material of chief value is felt	12½%	5%		
59.17.92	Vacuum cleaner parts:				
59.17.921	Of a kind used solely or principally with vacuum cleaners of a kind falling within paragraph 84.59.42	17½%	Free	25% (Under new item 59.17.190)	15%
59.17.929	Other	35%	20%		
59.17.930	Gland, piston or plunger packings, consisting essentially of woven fabric and rubber vulcanized together, but not containing asbestos	7½%	Free		
59.17.94	Blankets:				
59.17.941	Wholly of cotton	22½%	5%		
59.17.949	Other	40%	17½%		
59.17.99	Other:				
59.17.991	Of felt	52½% Primage 10%	27½% Primage 5%		
59.17.999	Of other materials]	42½% Primage 10%	17½% Primage 5%		

(*Continued on next page*)



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IATA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **undergarments, knitted or crocheted, not elasticized or rubberized** (tariff item 60.04).

This reference is of departmental origin.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
60.04	Undergarments, knitted or crocheted, not elastic or rubberized:		
60.04.100	Men's and boys' shirts	57½% or, if higher $1·57 per doz. Primage 5%	22½%
60.04.200	Pyjamas and other nightwear	57½% or, if higher, $1·90 per doz. Primage 5%	22½%
60.04.300	Babies' napkins	$0·05 per sq. ft.	$0·05 per sq. ft. less 27½%
60.04.400	Tights	52½% Primage 5%	22½%
60.04.5	Other undergarments:		
60.04.510	Wholly or partly of wool Wholly or partly of silk, Wholly or partly of man-made fibres	47½% or, if higher, $0·35 each and 27½% Primage 5%	27½% or, if higher, $0·15 each, and 12½%
60.04.590	Other	47½% or, if higher, $0.175 each and 27½% Primage 5%	27½% or, if higher $0·075 each, and 12½%
60.04.900	Other, that is to say parts for, and fabric shaped for making, goods falling within another sub-item of this item	52½%	22½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests proposed to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than March 18.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference no. CRE 507/68.

VENEZUELA

Customs tariff changes on ball pens, etc.

HM EMBASSY at Caracas reports that a new resolution published on February 10, 1968, provides for protection and assistance to local manufacturers of ball point pens, etc.

The principal changes are as follows:

Tariff No.	Description	Duty in Bolivars per kilo gross weight
899-16-01	Fountain pens, ball pens of all materials, including of precious metals or plated with precious metals:	
899-16-01-1	Fountain pens of all materials, including of precious metals or plated with precious metals	0·05 + 25% *ad val.* 75·0
899-16-01-2	Ball pens.	
899-16-01-3	Markers or pens with points of felt or other similar materials (4)	0·05 + 25% *ad val.*
899-16-09	Spare parts and accessories, n.e.s.:	
899-16-09-1	Of precious metals or plated with precious metals.	0·05 + 25% *ad val.* 2·0
899-16-09-2	Other (4).	

Note: (4) Import licence required from the Ministry of Development.

The resolution came into effect from the date of publication (February 10), except for those consignments with shipping or consular documents carrying dates on or before February 10. For items entering by air or parcel post the licensing requirements came into effect five days from the date of publication of the resolution (i.e. February 15, 1968).

The British Transport Docks Board is planning to establish a computer network based on an English Electric System 4-50 computer which will provide a centralized bureau service to the 19 ports it controls throughout the country. Photograph, taken at the contract signing recently, shows (seated) Dr. Robert L. Drew (left) who, as port services manager for British Transport Docks Board, has executive responsibility for the project; and Mr. K. R. Barge, director of marketing, English Electric Computers Ltd. Standing are (left to right) Mr. P. D. A. Mole, head of data systems at British Transport Docks Board and some of the English Electric Computers team involved in the project: Mr. R. V. Holley, Mr. K. Williams and Mr. J. Bradley.

UNITED STATES

Fair Packaging and Labelling Act—flour products

NOTICE WAS GIVEN in the *Board of Trade Journal* of August 4, 1967 of regulations issued by the United States Food and Drug Administration for the enforcement of the Fair Packaging and Labelling Act.

The Food and Drug Administration now propose to amend Section 1.1c of the regulations to exempt certain wheat flour products packaged in conventional 2, 5, 10, 25, 50 and 100 pound packages from some of the labelling requirements of the Act.

Interested persons are invited to submit their views in writing, preferably in quintuplicate, regarding the proposal by April 16, 1968.

Comments, which may be accompanied by a memorandum or brief, should be addressed to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue SW, Washington DC 20201.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Federal motor vehicle safety standards

THE UNITED STATES Federal Highway Administration has now published amendments to motor vehicle safety standard No. 108 – Lamps and reflective devices for passenger vehicles, multi-purpose passenger vehicles, trucks, trailers, buses and motor cycles.

The principal changes relate to the effective dates of the provisions for rear side-marker lamps on boat trailers and for turn signal lamps and amendment of the requirement regarding the number of turn signal lamps to operate under the vehicle hazard warning system.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Federal motor vehicle safety standards

THE *Board of Trade Journal* of January 1, 1968 gave notice of a proposal by the United States Federal Highway Administration to issue a new safety standard covering head restraints for passenger cars.

After consideration of all the comments received about this proposal, the Federal Highway Administration has now published the following standard which becomes effective on January 1, 1969: standard 202: Head restraints – passenger cars.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Hazardous substances

THE UNITED STATES COMMISSIONER of Food and Drugs has proposed that the following be classified as 'banned hazardous substances' under the Federal Hazardous Substances Act:

> Carbon tetrachloride and mixtures containing it (including carbon tetrachloride and mixtures containing it used for fire extinguishers).

All interested persons are invited to submit comments on this proposal, preferably in quintuplicate, with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue SW, Washington DC 20201, by March 17, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	23 Feb. 1968
Aircraft noise at Heathrow Airport (Q)	2 Feb. 1968
Mileage and traffic (M)	23 Feb. 1968
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	2 Feb. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	26 Jan. 1968
Catering trades turnover (M)	16 Feb. 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	2 Feb. 1968
New companies registered:	
Gt. Britain (M)	23 Feb. 1968
N. Ireland (M)	23 Feb. 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	9 Feb. 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	5 Jan. 1968
Production, exports and orders (M)	This week
ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund agency returns (M)	This week
Cinema admissions and takings (M)	23 Feb. 1968
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	30 June 1967
Household consumption (Q)	15 Dec. 1967
Footwear industry orders (M)	16 Feb. 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	9 Feb. 1968
Trend in exports of manufactures (A)	27 Oct. 1967
World trade and production (Q)	This week
Foreign trade of the UK:	
Unit value and volume index nos. (M)	9 Feb. 1968
Value of overseas trade (M)	23 Feb. 1968
Value of overseas trade: analysis of trends (Q)	10 Nov. 1967
Gold and convertible currency reserves (M)	9 Feb. 1968
Hairdressing trades turnover (M)	16 Feb. 1968
Hire-purchase:	
Assets and liabilities of HP companies (Q)	16 Feb. 1968
Business (M)	9 Feb. 1968
Industrial building provisional figures (Q)	26 Jan. 1968
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	22 Dec. 1967
Investment and earnings overseas (M)	30 June 1967
Laundries and dry cleaners turnover (M)	16 Feb. 1968
Machine tools deliveries and orders (M)	23 Feb. 1968
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	5 Jan. 1968
Deliveries (Q)	10 Nov. 1967
Production (M)	9 Feb. 1968
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	23 Feb. 1968
Nationalized industries overdrafts (M)	2 Feb. 1968
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	8 Dec. 1967
Retail prices index (M)	23 Feb. 1968
Retail trade:	
Index nos. (M)	16 Feb. 1968
N. Ireland index (M)	23 Feb. 1968
Royalty transactions (A)	21 July 1967
Shipping:	
Movements at UK ports (M)	23 Feb. 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trade (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	This week
Retail (M)	16 Feb. 1968
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	23 Feb. 1968
Cotton production (M)	23 Feb. 1968
Wholesale houses sales (M)	16 Feb. 1968
Wool exports (Q)	24 Nov. 1967
Wool output (M)	23 Feb. 1968
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	23 Feb. 1968

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	23 Feb. 1968
Board of Trade Regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	8 Dec. 1967
Customs notices of interest to exporters	23 Feb. 1968
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	9 Feb. 1968
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

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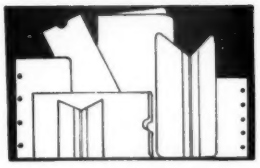
These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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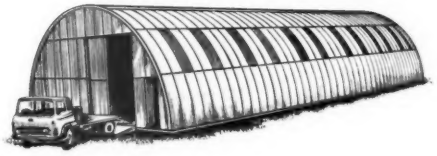

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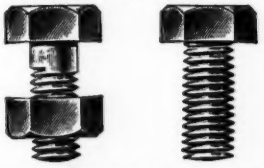

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